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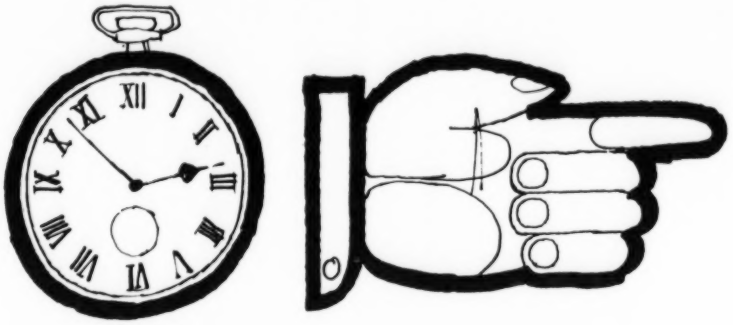

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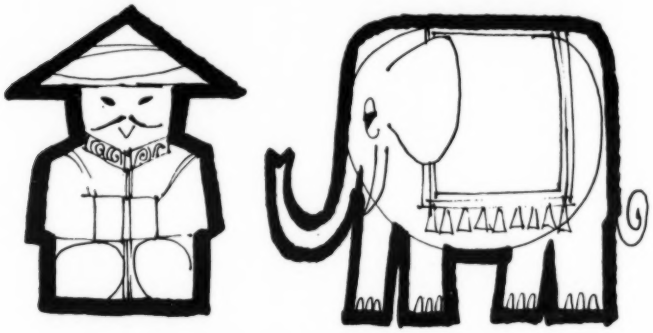

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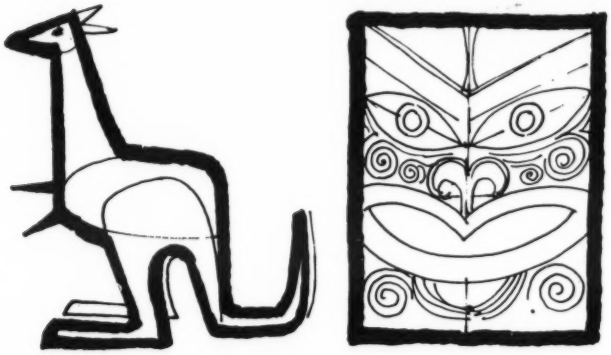

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Front cover photograph

Sewing machinists at the Old Kent Road factory of John Edgington & Co. Ltd. who have been working non-stop producing flags bearing the emblem of the Queen's Award to Industry since the announcement of the 115 recipients. John Edgington's claim to have received orders for these flags from well over a third of the 1966 Award winners. (*More photographs on page 745*).

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

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MARKET GERMANY – 4

Western Germany: How the official services can help you

by Commercial Relations and Exports Department of the Board of Trade

This article and the following one are the fourth and fifth respectively in a series of articles on Western Germany in anticipation of the special export promotion exercise 'Market Germany' which begins on September 30. During the exercise six British Commercial Officers from posts in Western Germany will interview some 700 British firms with the object of increasing our exports to this valuable market.

IT HAS BEEN SAID that British exporters have 'too many damned advisers'. It is certainly true that, as part of their function in promoting United Kingdom exports, a number of bodies, the Board of Trade not excepted, do proffer a lot of advice about selling goods abroad. The appearance of so many trees may, for some exporters, obscure their view of the wood and they may not realize the full range of official services available to them, although the recent advertisements in the national press, 'Call Export Intelligence' (like the one on page 728) are doing something to put this right.

Information and market intelligence

The 'Ruritanian eggs are small so British egg cups won't sell there' story is not just a joke; ignorance of detailed market conditions can often leave a manufacturer with a loss instead of a profit. It pays to find out in advance about local peculiarities.

Information about the prospects for your product in the German market (or anywhere else for that matter), trends in taste, special requirements, internal regulations and tariffs – all these can be had for the cost of a telephone call or a letter to Export Intelligence at the Export Services Branch (address at the end of this article).

Sales outlets

Is your problem finding a suitable outlet for your goods in Germany? If you are prepared to provide full details of your product and capacity to the Export Services Branch, or to the Export Officer in the nearest Board of Trade Regional Office, our Commercial Officers in Bonn and their colleagues in the Consulates-General will go to a great deal of trouble to find a good agent, or to ascertain the best method of sale for your product.

Business visits

Are you considering a business trip to Germany? Here again, given reasonable notice, the Commercial Officers can save you a lot of time and trouble in advance: contacts can be made in the right quarters, preliminary inquiries put in hand and information assembled, so that you can get down to work on arrival with the least possible delay.

A neat pocket compendium of useful facts and advice, 'Hints to Businessmen Visiting the Federal Republic of Germany and West Berlin', can be had free of charge from the Export Services Branch. There are similar booklets for over 100 other countries.

All these facilities, and help in finding answers to the hundred and one problems which bedevil an exporter, are on tap from the Export Services Branch. Name your product and there is someone there whose task it is to know the market for it and to guide you to sources of information. If you have a problem which would be better discussed across your own desk, one of the Export Officers from the nearest Board of Trade Regional Office will call on you.

Export Service Bulletin

One of the few forms of assistance you have to *pay* for is the *Export Service Bulletin*. This is published daily, Monday to Friday, and costs £10 10s. per annum. It provides detailed information obtained from Commercial Officers of export opportunities, market reports, market pointers and calls for tender. A quarterly supplement on current economic conditions in most overseas countries is also published. Specimen copies of this publication, with a copy of a special supplement about *'Market Germany'*, will be sent to you on request by Export Services Branch.

Fairs and exhibitions

Turning from the day-to-day sphere to the more specialized activities by which sales abroad can be increased, the article on page 733 of this issue by a member of the Commercial Department of our Embassy in Bonn, deals with trade fairs and exhibitions in Western Germany and explains their importance in bringing products to the attention of a much wider market than just Germany itself. Exhibiting at such occasions can be an expensive business, but assistance can often be made available from the Board of Trade under the Joint Venture and Co-operative Advertising Schemes which greatly reduces this cost. Joint Venture terms are given to a group of firms, sponsored by a trade

(*Continued on page* 729)

EXPORT MACHINERY TO FRANKFURT

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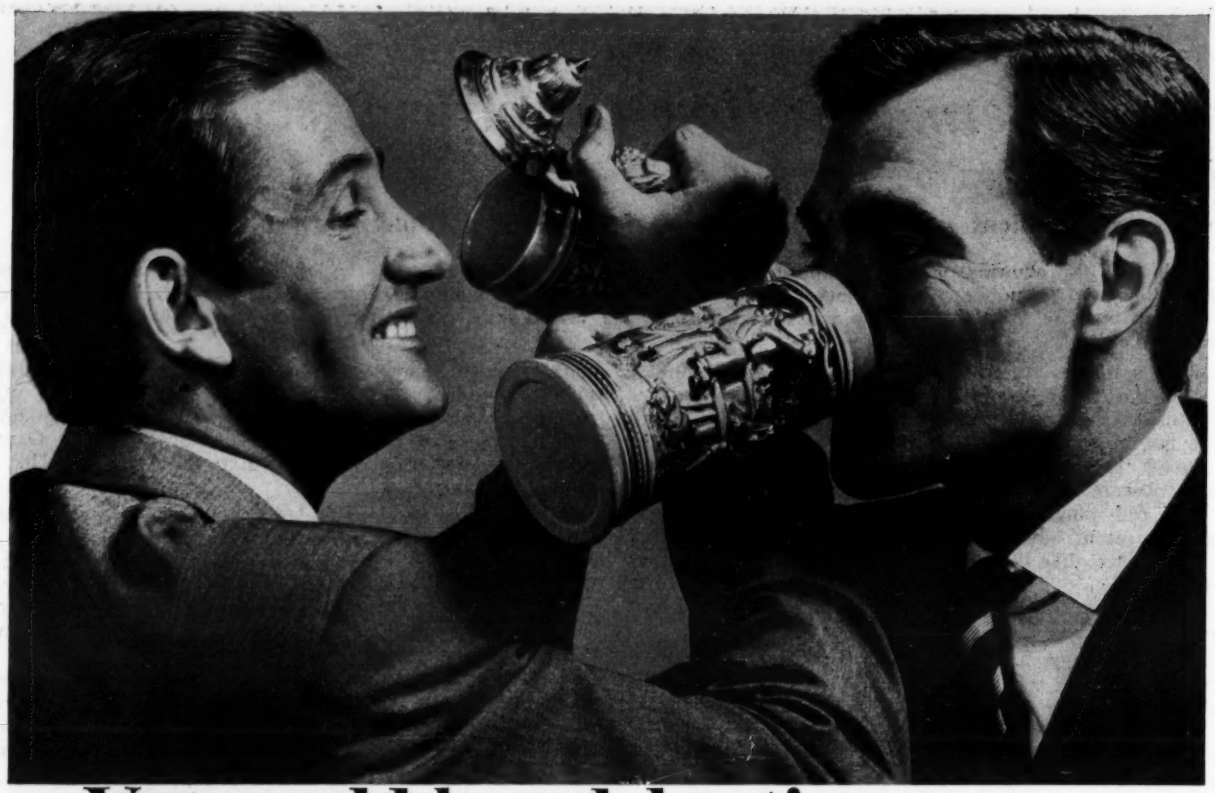

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Export Intelligence can show you how.

ABROAD, even more than at home, it's *personal contact* that wins orders. Export Intelligence at the Board of Trade can arrange introductions for you to businessmen who will see at once the potential market for your product. We can fix appointments so that you can make the best use of your time abroad. We can give you, in advance, all the up-to-date facts and figures you'll need for local business discussions—and the kind of competition you'll be up against.

How to get the facts

Just telephone one of the numbers below. You'll be put through to a man who can get you all the facts you need. He can call on the advice of over 200 commercial teams overseas, in British Embassies, Consulates and Trade Commissions. When you go abroad these commercial teams can arrange introductions and help you in many other ways.

Other ways Export Intelligence can help you

We can help you with your special export problems, tell you where your product will sell best abroad, introduce you to foreign agents and buyers. We can report on the status of foreign firms, tell you about Tariffs and Import regulations, give details of contracts out for tender and advise you on foreign Trade Fairs.

We can also help you to find foreign firms who might make your product under licence, advise on overseas marketing and advertising, see if your product suits overseas tastes and help with free publicity abroad, through the Central Office of Information, if your product has specific news value.

In short, we'll help you to export in any way we can. Just ring one of the numbers listed below, and talk to someone who will understand *your* problem. Our advice is free, fast and confidential.

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Glasgow CITy 2855 Telex 77583 · **Inverness** 30867/8 · **Leeds** 20485 Telex 55472 · **London** (South Eastern Counties) TATe Gallery 4355 Telex 25991 · (Eastern Counties) TATe Gallery 6271 Telex 25991
Manchester DEAnsgate 9321 Telex 66104 · **Newcastle** 27575 Telex 53178 · **Cockermouth** 3498

association or similar non-profit-making organization, which wishes to promote the sale of its products by displaying them at a trade fair. In brief, this means that the Board of Trade will provide firms with free space and a shell stand for five consecutive participations at annual events (three for events which occur at longer intervals) and up to 50 per cent of the cost of translating the firms' sales literature for distribution at the appropriate event. The Board will also contribute up to 50 per cent of the cost of return fares (within the air tourist rate) of two trade association representatives, each of whom would man the information stand for the duration of the event.

In Western Germany it is estimated that this year some 60 joint ventures sponsored by 40 trade associations will be organized by the Board of Trade. Further particulars about Joint Ventures and other forms of assistance to British Industry in exhibiting and advertising at overseas fairs can be had from the Overseas Trade Fairs Directorate of the Board of Trade (address at the end of this article).

Publicity overseas

'He who whispers down the well
Of the goods he has to sell,
Will not reap the golden dollars
Like he who climbs a tree and hollers.'

For 'dollars' read 'marks', and for 'hollers' read 'barks'.

Have you a new development, a promising break-through in technology, a success story? The Board of Trade works closely with the Central Office of Information which disseminates world-wide information about British commercial and industrial matters in all media and with the BBC External Services also.* In addition, British Information Services, with offices in Bonn, Berlin, Hamburg, Hanover, Dusseldorf, Stuttgart, Frankfurt and Munich, send commercial publicity material in various forms to contacts on wide-ranging mailing lists which are continuously reviewed and brought up to date. This material is carried in commercial, economic and scientific bulletins; in the 'British Features' service, (which sells technical and industrial articles on a commercial basis to the German trade and industrial press); in the commercial and industrial press in the British Embassy's German-language newspaper, which has a circulation of 12,000, and in a 'Made in Britain' series of printed, illustrated specialist technical articles in German, prepared in London and illustrated in Bonn. Extensive help is also given by British Information Services in the preparation of feature articles and special supplements for the trade press. To find out more about these services, send to any of the addresses listed below for the booklet 'World Wide Export Publicity Service'. Have you thought about commercial advertising in Germany? Advice on the best media for your product is freely available from Export Services Branch.

Market research and trade missions

Two forms of Government-financed assistance are administered by the British National Export Council. These are (a) the granting of up to 50 per cent of the cost of collective market research for sections of industry for approved schemes submitted by trade associations, Chambers of Commerce and similar bodies; and (b) the payment of up to one half of the basic cost of travel and accommodation for approved missions both inward and outward. Inquiries about both these schemes should be directed to the British National Export Council.

Board of Trade regional organization

Special mention must be made of the nine regional offices of the Board of Trade which, together with the Ministry of Commerce in Northern Ireland, all have Export Sections (addresses at the end of this article). Government help in exporting is by no means confined to London-based firms. The particular value of the Regional Offices lies in their location in the main manufacturing centres, and, as has already been stated, in the readiness of their Export Officers to come to you for on-the-spot consultations

* *See Supplement in this issue.*

(*Continued on page* 731)

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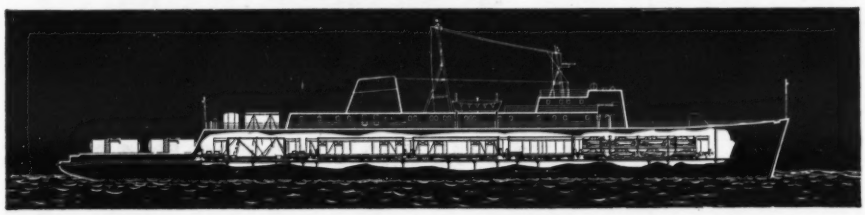

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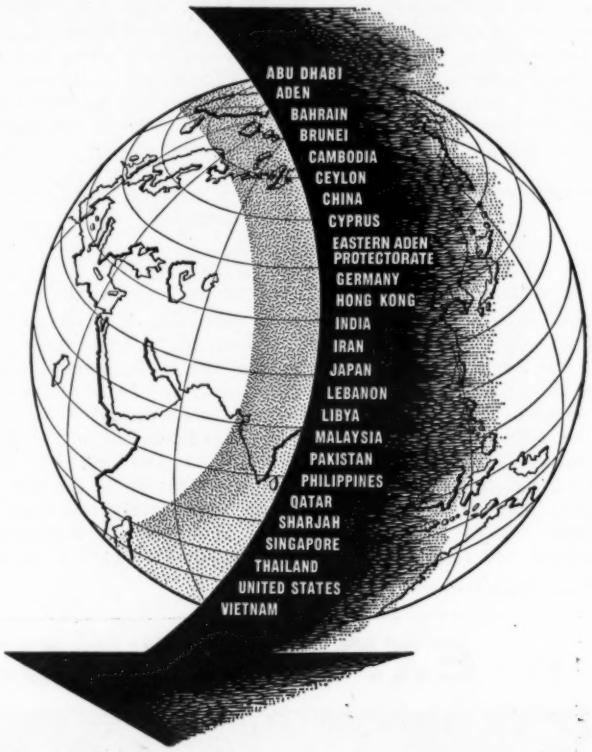

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about the suitability of your product in the overseas market, on competition and methods of trading abroad and on particular difficulties which arise. It is, of course, occasionally necessary for some inquiries or requests for detailed information to be referred to headquarters in London or to the Commercial Officers in Germany, but in many cases it is possible for the answers to be provided immediately from information available locally.

Export Credits Guarantee Department

This department, as its name suggests, provides export credit insurance for United Kingdom exporters. Risks covered include insolvency or default of the buyer, exchange transfer difficulties, failure of the transaction from a wide variety of reasons, including cancellations or non-renewal of the United Kingdom export licence, or any other cause of loss occurring outside the United Kingdom not within the control of the exporter or the buyer and not normally insurable with commercial insurers. Cover may start from date of contract or (at lower premium) from date of shipment.

The main types of export insurance policy are *Comprehensive policies* covering goods sold on terms of up to six months' credit. The exporter insures the whole of his trade, or the whole of his trade with an agreed group of markets, for the 12 months (or in some cases three years) covered by his policy. For certain engineering goods this type of cover is extended to goods sold on credit terms of up to five years. *Specific policies,* which cover capital goods on credit terms usually not exceeding five years. Specific policies are negotiated individually for each contract. Premium rates are assessed for each country and based on the length of credit given – the average for business on up to six months' credit is 5s. per £100. The exporter is normally required to take an interest in the debt or risk involved, and for this reason cover is normally 90 per cent or 95 per cent of the loss.

ECGD does not provide finance for exporters, but their policies are often accepted by banks or finance houses as security for advances or discounting facilities. For contracts involving a minimum of two years' credit ECGD can, in addition to their normal policy, give a guarantee direct to the lender, enabling the exporter to borrow at a fixed rate of interest (at present 5½ per cent) for the whole period of the credit. Subject to certain conditions being fulfilled, shorter term credits of at least 30 days and less than two years, where payment is made against a bill of exchange or promissory note, also qualify for a similar guarantee, and enable borrowing at Bank Rate (with a minimum of 4½ per cent).

With one or two exceptions, all the services described in this article are available, at little or no extra cost to you. Are you making the most of them? The following three booklets, to be had free of charge from most Board of Trade offices, will explain in greater detail the official resources on which new or established exporters can draw: 'British Government Services for Exporters', 'Payment Secured (ECGD)', 'The Board of Trade Statistics and Market Intelligence Library'. (The library contains over 85,000 volumes of trade and other economic statistics from other countries and maintains a large collection of foreign trade and telephone directories and overseas' manufacturers' catalogues – see address below.)

Two other booklets of interest to exporters and issued by the Board of Trade are 'Simpler Export Documents', which explains the methods and advantages of adopting an 'aligned series' of export documents, and 'Export Assistance – Pick-a-back Arrangements' is an index of firms ready to place their experience and

(*Continued on page* 738)

for the **how when + why** of exporting to **Germany** consult

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Photokina – World Fair of Photography	October	1– 9
Children's and Babies' Fair	October	14–16
SPOGA – Trade Fair of Sports Goods, Camping Equipment and Garden Furniture	October	23–25

International Events 1967 :

Household Goods and Hardware Fair	February	23–26
Children's and Babies' Fair	April	
INTERZUM – Fair of Accessories and Materials for Woodworking, Furniture, etc., Industries	June	22–25
Men's Fashion Week	August	25–27
Exhibition of Clothing Manufacturing Machines	August	24–27
Technical Convention of Clothing Manufacturers	August	25–26
Household Goods and Hardware Fair	September	7– 9
Fair of Lingerie, Foundation Garments and Underwear	September	14–17
ANUGA – Exhibition of Fine Foods and Provisions	September	30–October 8
Children's and Babies' Fair	October	
SPOGA – Trade Fair of Sports Goods, Camping Equipment and Garden Furniture	October	22–24
Trade Exhibition on Reprography	October	25–30

Information and Tickets:

H. E. MELSOM, M.B.E., Room 229, Abbey House, Victoria Street, London, S.W.1.
(*Tel.:* SULlivan 2134)

Ireland:

Limpert Ltd., 2 Preston Street, Dublin, 1.
(*Tel.:* 40 486, *Grams:* SALEX)

or from:

Cologne International Trade Fairs, Postbox 140, 5 Cologne, Dentz, Germany

MARKET GERMANY – 5

Western Germany: Trade fairs and exhibitions

by G. Ball, MBE, British Embassy, Bonn

GERMANY HAS LONG BEEN known for its traditional trade fairs, some of which date as far back as the Middle Ages. In the case, for example, of Cologne, fairs, under the shadow of the Cathedral, were 600 years ago held as frequently as they are today.

Many other important commercial and industrial centres organized similar events of long standing. In more modern times this tradition has been enlivened and strengthened by the Hanover Fair, which, although now coming to the end of the second decade of its existence, has for some years been acknowledged to be a shop window of well merited and international repute.

It is a far cry, however, from the jugglers, the jesters, the homespun and the homely produce and products of yesteryear to the vast exhibition halls and incredible range of commodities of the jet age. It goes to confirm that fairs are no new phenomenon of German life. They are indeed in the system and now form a vital constituent of the economic bloodstream.

On average a trade fair or exhibition is being opened somewhere in the world each weekday this year. In Western Germany alone some 70 events have been registered by the Exhibition and Trade Fair Commission of German Trade and Industry which will attract buyers and sellers from the four corners of the earth. The German fairs have tended to develop with time and demand into specialized rather than universal exhibitions. We cannot afford to ignore them, nor do we, but we can and must do more in the way of participation than we have done in the past. Full use of all available sales outlets – and they are many apart from trade fairs – is the only possible way to increase our 4½ per cent share of Germany's total imports.

If we have not succeeded in the field of fairs and exhibitions in contributing our full quota towards an increase in that percentage it is not for want of trying. The trouble lies in the fact that almost always it is the same people who do the trying while others equally capable of entering the field with highly saleable products are content to rely upon the home market as their main, indeed only, outlet. It is to these firms and trade associations that the following facts and figures are addressed in the hope that they, too, will have a go. This entails 'homework' beforehand, hard selling during and a bull-dog grip on the customer afterwards – a grip which he will not want to shake off if the follow-up, prices, quality, delivery dates and service are all that they should be.

It cannot be too strongly emphasized that the international trade fairs in Germany are thronged with buyers from all over the world who are concerned primarily with one thing – buying! They could not care less who sells to them provided they get the goods their customers, in turn, will buy. Price is not always the over-riding factor. Snob-appeal, a passing vogue or style, for the modern as against the traditional or vice-versa, may condition sales. Demand ranges from top price and top quality down to the lowest price levels and standard (but not shoddy) quality. This all presupposes that whether we are selling cars or carry-cots, furniture or foodstuffs, tools or toiletries, we must be 'with it' in every sense of the term. Experience shows that this is so with the French, the Dutch and the Scandinavians. It should be no less so with us. I may perhaps be forgiven if for the benefit of a minority (but still too many) of our exhibitors I make the following suggestions:

Stand space remains at a premium despite the progress in West Germany's trade fairs and exhibitions. It is therefore of vital importance, if you wish to participate, that you should make very early application: in the case of annual events 12 months in advance may not be too soon.

Prefabricated building systems have proved successful in Germany and much interest was aroused in this demonstration of their systems, given by Guildway Ltd. in Hamburg.

The hardware fair in Cologne takes place twice yearly in spring and autumn. At the spring event (1¼ million square feet) the demand for space just cannot be satisfied and so another exhibition hall is to be built and in service by 1968. By then the number of exhibitors will be far in excess of 2,000.

Other major German fairs

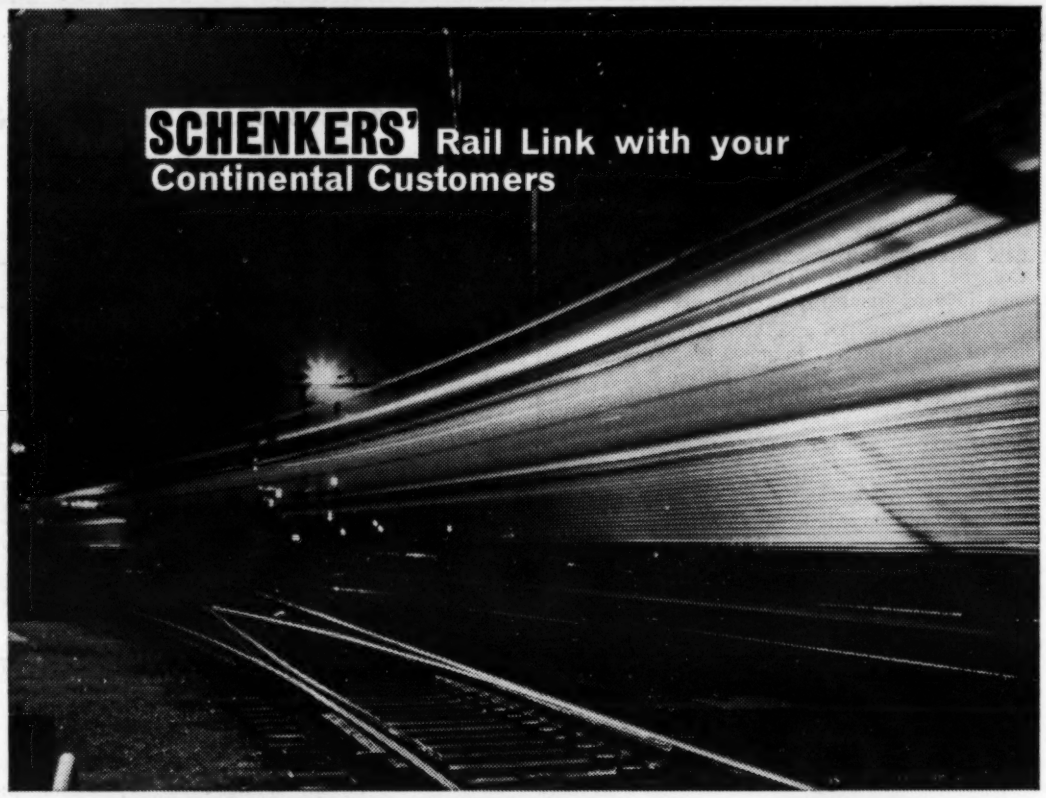
A similar pattern of growth is shown by the other major German fairs at which furniture, furnishing fabrics, foodstuffs, clothing, packaging machinery and laboratory equipment and scientific instruments are shown. Participation at these fairs has become a necessity. They are in a sense a toll-gate through which all must pass to reach the broad international highway beyond. I use 'toll-gate' advisedly. The privilege of bringing buyers from all over the world into your factory or showroom has to be paid for in time and money, and particularly time. It can take three years' participation at a fair before an exhibitor starts to make money. Those who take part for the first time with pre-conceived notions of 'covering my expenses', 'taking £x in orders or else' – would be well advised to save their travelling expenses and any public money invested in them by staying at home.

This is not to say that results are inevitably long-term. Clearly it depends on the particular commodities, whether they are capital or consumer goods and other factors. On many occasions orders, which were later to develop into fruitful business, have been taken within minutes of a fair opening. At this year's furniture fair in Cologne one standful of reproduction furniture was sold the night before the fair opened.

(*Continued on page* 735)

TRADE FAIRS IN WESTERN GERMANY

Details of trade fairs and other trade promotions in West Germany are included in the 'Programme of Overseas Trade Promotions' published three times a year in the Board of Trade Journal, *and amended monthly. The Programme was last published on July 8 and will next appear in the November 4 issue. Inquiries about trade fairs in West Germany should be made to Abbey 7877, Ext. 3557.*



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Interested buyers at this year's International Household Goods and Hardware Fair, Cologne, where British hardware companies gained orders worth over £22,000.

The 'Joint Venture' stand of the Agricultural Engineers' Association at the German Agricultural Show held in Frankfurt in May.

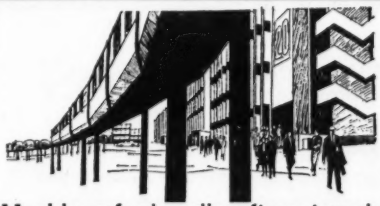
Results and future prospects cannot be assessed, however, entirely on what happens at a fair, which is unfortunately what some exhibitors try to do. The volume of orders or inquiries is not thought worth following up, the firm writes off its losses on the trip and potential buyers wonder (and tell us so) about our methods. On the other hand, the Board of Trade and the Embassy in Bonn often receive confirmation of the commercial rewards of participation months after an event.

The development of fairs in Germany would merely be something of a nine days' wonder to us were it not also parallelled by an equally noteworthy increase in the numbers of British exhibitors, particularly at the fairs specializing in 'Market Germany' commodities, over the past five years. Each year brings new entrants but many of our exhibitors have been coming since 1960. They tell us that they cannot afford to stay away and, indeed, in view of the business done, many of them would not wish to do so. Others, after hard slogging, have reached a point where they can see the results in terms of hard cash. Others still recognize the potential and are determined to achieve the same rewards.

Since the end of the war Cologne has perhaps made most of the running (this without any lack of respect for Hanover, which, thanks to the remarkable efforts of its organizers, has for some years been an internationally recognized shop window of the first order), although the other fairs are well up with the leaders.

The form of British participation in overseas fairs includes both independent exhibitors and member firms of trade associations collaborating with the Board of Trade in so-called 'joint ventures'. The latter provide a very useful means of making the first contact with Government support with a universal market. Once it has been made, the process can be repeated for a further two or four years, depending on the frequency of the particular fair. The value of these 'joint ventures' lies in the disproportionate returns for the exhibitors' own cash outlay. How else could they tap such rich sources of trade, make contacts with agents, meet their distributors annually, do a spot of private market research, size up the competition and all the rest of it without spending a small fortune? And remember, they can enjoy these benefits virtually at any trade fair not only for example at the Cologne, Hanover or Frankfurt fairs, but also at Paris, Milan, Oslo and even Moscow. British participation at German fairs in particular has been increasing steadily over the years and will continue to do so. You never know what you can do until you try it, as our Toy Manufacturers' Association discovered when they started their now classic trek to Nuremburg. Not only did they carry coals to Newcastle, they sold them. Today Britain sells more toys to Germany than does Germany to us.

(*Continued on page* 737)

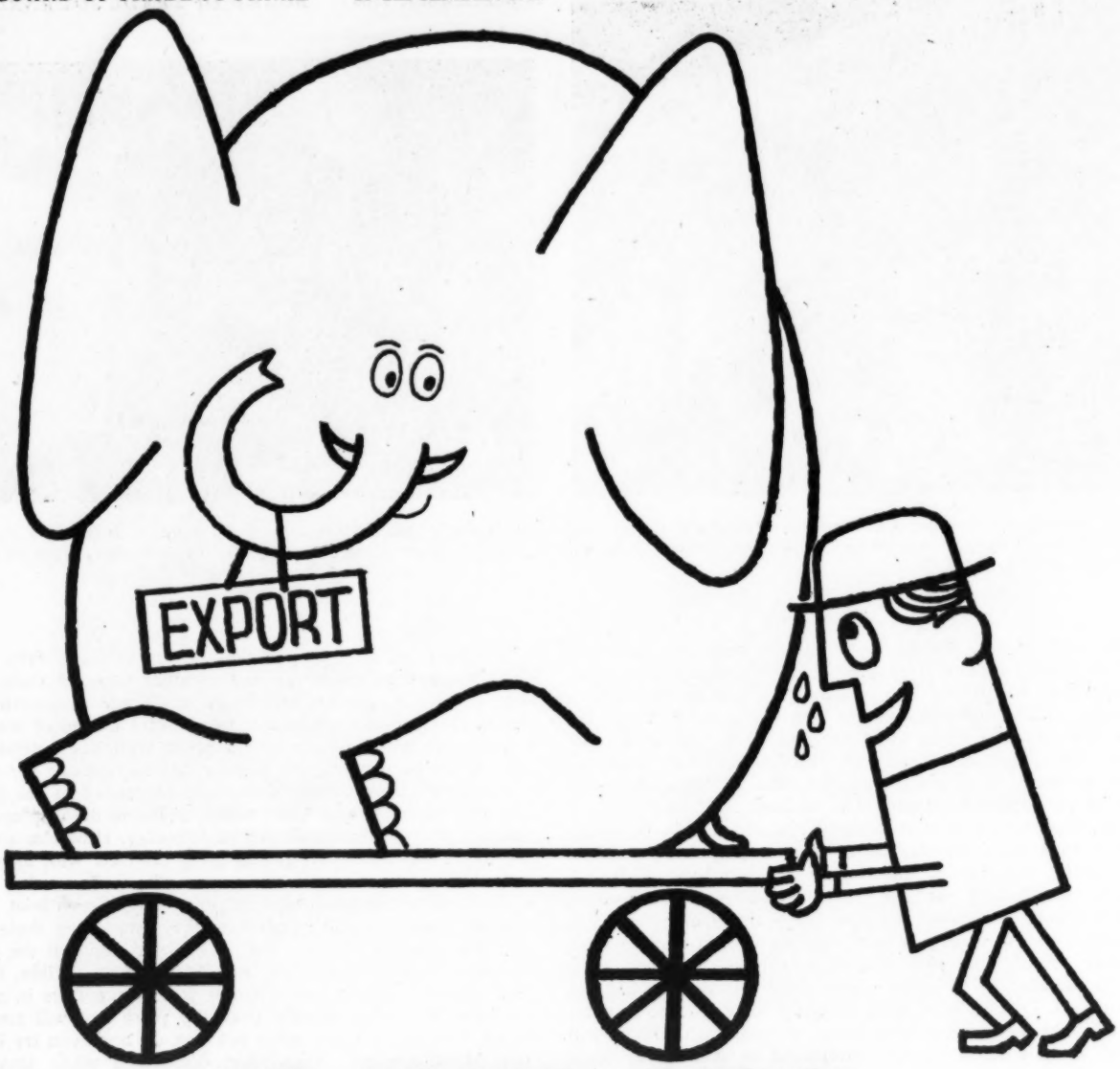


International Handicrafts and Trade Fair

Munich ▪ 9 to 19 March 1967

Machines for handicrafts enterprises · Workshop equipment · Building equipment and supplies · Plastics · Heating installations · Furniture · Interior decoration · Arts and crafts · National art · Musical instruments · Fashions · Wearing apparel · Textiles · Leather goods · Furs · Office equipment · Household goods · Camping and sports equipment — International and national special shows

The Central Market for the European Handicrafts Economy



IT ISN'T ONLY BANKING...

The Bank of London & South America's principal U.K. subsidiary is Balfour, Williamson & Co., an international organisation centred in London with its own subsidiaries or agencies in many parts of the world. Its main activities are confirming and financing the movement of goods. Also within the Group are companies handling shipping, travel and insurance.

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HEAD OFFICE: 40-66 Queen Victoria, Street, London E.C.4. City 9822. U.K. OFFICES: BIRMINGHAM 3: 83-85 Edmund Street, Central 4021/3. BRADFORD: 55 Well Street. Bradford 25693. MANCHESTER 2: 65 Mosley Street. Central 3135/6. GLASGOW C1: 54 West Nile Street. City 5393. BRANCHES throughout Latin America, Spain, Portugal, also in France and U.S.A.

The Associated Fashion Designers' Fashion Show at the 68th International Fashion and Sales Week at Düsseldorf in March.

Sir Frank Roberts (third from left), British Ambassador at Bonn, visiting a stand at this year's Frankfurt Spring Fair.

'All right', you say, 'more and more of us are coming to Germany. Let us be brutally frank – what is there in it for us, apart from the glory, the prospects or the prestige? We can sell all we produce on the home market. Why should we look for business overseas and wade through a sea of paper to get it?' Part of the answer is to look at our balance of payments each month. But equally frankly the other part is that I don't know the full answer. Only you can give it after trying and seeing what your trading balance looks like six months, a year, or two years after you took the first order at Cologne, Frankfurt or wherever it was that you began. What I can do, however, is to inflict another table on you to show that our exhibitors do take orders on their stands and that the volume and the amounts are increasing with each participation. Additionally, I can only quote exhibitors as saying, for example, 'We are not so much interested in the £5,000 in the book as in the fact that this can lead to business worth £100,000 a year. It's up to us now' or 'We came expecting a nil return and were surprised at the business we did. Orders amounted to £1,500.' This latter comment came from one of the many small British firms employing less than a hundred people. But these firms are the very backbone of British industry. The furniture industry, for example, has good results to show for its regular participation at the last three Cologne fairs and our food and hardware manufacturers, too, have had a remarkable degree of success.

It should be remembered that not every exhibitor takes orders. Some do not even attempt to do so because they come mainly to explore and to see whether they can adapt their capacity to the demands of the market. Others have clearly not made the most elementary preparation for their venture. A fourth category goes away with genuine inquiries which will almost certainly produce a crop of orders and be reflected in increased sales figures at ensuing fairs.

By the time this article is published in the *Board of Trade Journal*, the fairs 'season' typified by Cologne, Hanover, Frankfurt and Berlin will be in full swing. At Cologne alone between August 24 and October 31 there are seven international occasions with British independent and 'joint venture' participation. I shall be making my way through 13 halls, as I have done for the past five years, welcoming a splendid selection of export-minded British businessmen, representing a cross-section of Britain's consumer goods industries. They will be selling hardware and horticultural implements, men's clothing, cycles and accessories, all things photographic, sports goods, baby and teenage wear, corsetry and so forth. Many of the exhibitors will be old friends and acquaintances and I wish them all every possible success. There will be, however, in keeping with the trend outlined earlier in this article, an encouraging number of new entrants. My colleagues and I will be delighted to welcome you and to do all we can to assist you to derive the fullest possible benefit from your participation.

A report and pictures of the Cologne International Goods and Hardware Fair appears on page 759.

Problems of Progress in Industry

A series of booklets whose aim is to present briefly and simply the results of new research into the social, economic and technical problems of industrial progress. Titles include: No. 9 Automation and Skill **6s. 6d.** (*7s.*), No. 10 Woman, Wife and Worker **2s.** (*2s. 3d.*), No. 11 Money for Effort **1s. 9d.** (*2s.*), No. 12 Human Sciences Aid to Industry **2s.** (*2s. 3d.*), No. 13 The Supervisor and His Job **3s.** (*3s. 5d.*), No. 14 Teaching Machines and Their Use in Industry **3s.** (*3s. 5d.*), No. 15 Training the Adult Worker **3s. 6d.** (*3s. 11d.*), No. 16 How Research Can Help Training **1s. 6d.** (*1s. 9d.*), No. 17 Subjective Standards in Industrial Inspection **2s. 3d.** (*2s. 6d.*)
Prices in brackets include postage.

Government publications can be purchased from the Government Bookshops in London (post order to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Board meetings are important occasions: sometimes long, nearly always arduous. And at luncheon (while thoughts are reassembled and arguments revitalised) what good sense to produce fine Wedgwood.

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HOW OFFICIAL SERVICES CAN HELP YOU, *continued from page 731*

facilities at the disposal of smaller firms in products not competitive with their own.

The following are the addresses of Government Departments and other organizations from which assistance can be sought:

Board of Trade

Export Services Branch,
Hillgate House, Old Bailey, London, E.C.4.
(Tel. City 5757. Telex No. 25977).

Commercial Relations and Exports Department,
1 Victoria Street, London, S.W.1.
(Tel. Abbey 7877, West German Section Ext. 2307/2236. Telex No. 25955).

Statistics & Market Intelligence Library,
Hillgate House, Old Bailey, London, E.C.4.
(Tel. City 5757, Ext. 330/368).

Overseas Trade Fairs Directorate,
Broadway Buildings, 54 Broadway, London, S.W.1.
(Tel. Abbey 7877, West German Fairs, Ext. 2778).

Information Division,
Broadway Buildings, 54 Broadway, London, S.W.1.
(Tel. Abbey 7877, COI matters, Ext. 2768).

Regional Offices

Newcastle-upon-Tyne (Tel. 27575),
Wellbar House, Gallowgate. Telex No. 53178.

Leeds (Tel. 38232),
City House, New Station Street, Leeds, 1. Telex No. 55472.

Eastern Region (Tel. Tate Gallery 6271),
Cromwell House, Dean Stanley Street, London, S.W.1. Telex No. 25991.

London and South-East (Tel. Tate Gallery 4355).
Cromwell House, Dean Stanley Street, London, S.W.1. Telex No. 25991.

Bristol (Tel. 21071),
The Pithay, Bristol, 1. Telex No. 44214.

Cardiff (Tel. 62151),
Government Buildings, Gabalfa, Cardiff. Telex No. 49203.

Birmingham (Tel. Birmingham Midland 8221),
Somerset House, 37 Temple Street, Birmingham 2. Telex No. 33702.

Manchester (Tel. Manchester Central 2171),
Sunley Buildings, Piccadilly Plaza, Manchester 1. Telex No. 66104.

Glasgow (Tel. Glasgow City 2855),
314 St. Vincent Street, Glasgow, C.3. Telex No. 77583.

Northern Ireland. (Tel. 28271).
The Ministry of Commerce, 64 Chichester Street, Belfast.

Export Credits Guarantee Department
59 Gresham Street, London, E.C.2. (Tel. Monarch 6699).

Central Office of Information
Hercules Road, Westminster Bridge Road, London, S.E.1. (Tel. Waterloo 2345).

British National Export Council
28 Northumberland Avenue, London, S.W.1. (Tel. Whitehall 3121).

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

National productivity conference

THE PRIME MINISTER will take the chair at a one day conference on productivity on September 27.

The conference, which will be held at Lancaster House, will discuss three themes. These are 1. Investments 2. Appraisal of new technology and techniques and 3. Re-deployment of labour.

Those attending the conference will include members of the National Economic Development Council, Chairmen of Economic Development Committees, senior representatives of British industry, representatives of Trades Union Congress, Confederation of British Industry, London Business School and British Rail.

President in Australia

MR. DOUGLAS JAY, President of the Board of Trade, left on September 16 for an extended tour of Australia. During his tour the President will have talks with Australian Ministers, businessmen, and Chambers of Commerce and will visit the Royal Agricultural Show and the University of Western Australia.

The tour will last until October 1 and during this period the President will visit Canberra, Brisbane, Sydney, Melbourne, Hobart, Adelaide and Perth.

Lord Brown opens International Cotton Conference

'THE BRITISH COTTON INDUSTRY has had to face greater changes in the past 20 years than its competitors in any other country – scrap old equipment and install new,' said Lord Brown, Minister of State, Board of Trade, in his opening address to the annual meeting of the International Federation of Cotton and Allied Textile Industries in London on September 19. 'But experience has shown, first, that re-equipment without reorganization is not enough, and, secondly, that reorganization on the scale required in this country – with its inherited industrial structure – was difficult, if not impossible, in conditions of market disruption. For that reason the Government was able to impose a measure of control on imports of cotton textiles to take account of the very special circumstances in which the industry in this country is operating. This will give the British industry a breathing space between now and the end of 1970, at the same time allowing exporting countries a far larger share of the domestic market than is the case in almost any other country in the world.'

Earlier the Minister of State had reviewed the historical development of the cotton textile industry. He continued: 'It would be rash of me to predict what the industry in this country and in the rest of the world will look like in 1970 or 1975, but changes there will certainly be. The changes which have taken place in the 12 years which have passed since your Federation last met in this country can only be described as revolutionary, and the rate of change is, if anything, increasing.

'There has been the emergence of cotton textile industries of considerable efficiency and sophistication in many of the developing countries. This should not really have surprised anyone. It is as natural for a country to think of making some of its own cloth and clothing as it is for it to want to grow some of its own food, and at the present stage of development a textile industry is sufficiently economic in its capital requirements to encourage many developing countries to set up production. Certainly the manpower and skills are there to be used. Indeed, the pendulum has swung so far that the developing countries are now among the world's leading exporters, with all the stresses and strains which such a development is bound to create and which the GATT Long-term Arrangement is designed to alleviate.

'Politicians in all countries were under heavy pressures to help fulfil the worldly hopes men set their hearts upon. Modern technology was providing us with the means by which these expectations could be more quickly achieved, but in our eagerness for change we must not ignore the social implications which advancing technology brings in its train.

'Rapid changes in technique change the human work to be done, and the structure of the roles from which that work is carried out. It is, in my view, essential therefore that our enthusiasm for technical change should be accompanied by an equal enthusiasm for an understanding of the psychological and sociological implications of such technical change. If we fail to understand the interrelationship of the individual at work the organizational structure within which he works and the technological nature of that work, then we will breed resistance to change and reduce human happiness.'

Mr. Roy Mason at Rio de Janeiro

SPEAKING TO THE British Chamber of Commerce in Rio de Janeiro on September 19, Mr. Roy Mason said: 'Britain is often criticised for not taking the opportunities that exist throughout the world to expand its export markets. These criticisms come from those who have not really examined the facts. Britain's exports last year totalled over £4,700 million, this is more than 16 per cent of the country's gross national product. This year, in spite of setbacks, including the seamen's strike, exports have continued to rise. Exports for the first eight months of this year exceeded by 5½ per cent exports for the corresponding period of 1965. The total for August was an all-time record of £440 million.

'Our record of trade with Brazil has not been so happy. Our exports to this country fell in both 1964 and 1965. There are, however, most encouraging signs of improvements, the total for the first six months of this year is over £2.5 million higher than the total for the first half of last year.

'I feel bound to draw attention to some of the problems that are facing Britain at the present time. We have been going through a severe balance of payments crisis. It has been necessary for the British Government to take strong measures to control the situation. These have included new forms of taxation and perhaps the most publicized of all the measures, a prices and incomes freeze. On the overseas front it has become necessary to impose severe control on overseas investment both by individuals and companies. I understand that this has attracted quite a lot of comment in Latin America, an area in which Britain was in the past a heavy investor. This measure is, however, vital if the country's balance of payments position is to be put in order. Let us hope that this day will not be long delayed.

'The quality of British goods and services is second to none. This is proved by the wide range of commodities of which we are the world's largest exporter. At one end of the list are commercial vehicles and at the other whisky. If you want a complete factory we can provide that as well, as is shown by the sale of a complete polyester fibre plant to the USSR for some £30 million.

'It occurs to me that consultancy is a field in which Britain might do more in Brazil, and it is therefore with particular pleasure that I learnt that the British Overseas Engineering Services Bureau would be sending a mission to Brazil in November. I believe that their work could be of immense help in the study of potential development projects in Brazil and that the example of the high standard of their work will encourage those responsible for these projects to look to Britain for the capital equipment required.'

Mr. Darling to visit Wales, Scotland and Germany

MR. GEORGE DARLING, Minister of State, Board of Trade, is to make a series of industrial tours in development areas. The first tour will be to Wales from September 28-30 and a further tour is planned to Scotland from October 11-13.

On October 22, Mr. Darling will visit joint venture stands at the International Trade Fair of Sports Goods, Camping and Garden Furniture in Cologne. Following his tour of the exhibition, Mr. Darling will see something of the activities of British firms in Germany.

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146).

Commonwealth Prime Ministers' Conference

THE FOLLOWING is the text of that part of the communique of the Commonwealth Prime Ministers' Conference which deals with economic affairs:

'The Prime Ministers held a general discussion on the world economic situation. They noted that Commonwealth Trade Ministers at their meeting in June 1966, had had extensive and valuable consultations on world trade. It was recognized that, while Commonwealth trade must be seen in the larger context of international trade of which it was a vital part, there was continuing scope for expansion of Commonwealth trade and need to strengthen to this end the well-established links among Commonwealth members. In this context the value of the Commonwealth preference system was recognized. Heads of Government endorsed the continuing need for close consultation and co-operation among Commonwealth countries in international forums, particularly with the view to improving conditions for international commodity trade, including questions of better access and more stable prices for primary products remunerative to producers and fair to consumers and to increasing the openings in international markets for exports of manufactured and semi-manufactured goods from developing countries so essential in the development of their economies.

'Prime Ministers reaffirmed the hope that the Kennedy Round of trade negotiations would lead to a substantial growth in international trade. Failure of the negotiations could lead to the further development of trade blocs and intensified trade restrictions. Such growth was of vital concern for the economic progress of Commonwealth countries. Despite the slow progress of the negotiations, heads of Government attached importance to achieving an early settlement covering both industrial and agricultural products and resulting in increased benefits for all concerned, including the developing countries.

'They observed that the British Government had indicated at the Trade Ministers' meeting its readiness to seek membership in the European Economic Community provided that the essential interests of Britain and other Commonwealth countries were safeguarded. The British Government stated that they would make available the maximum information possible to other Commonwealth Governments on the progress of exploratory discussions and would at all stages of any negotiations consult closely with other Commonwealth Governments. The other heads of Government noted this assurance and stressed the importance of consultations at all stages of exploratory talks, discussions and negotiations. The hope was expressed that the interests of developing countries would receive special attention during these talks.

'Heads of Government also noted the statement by the representative of Nigeria that his country had recently signed an Agreement of Association with the European Economic Community.

'They noted with approval that, in accordance with their decision in 1965, which had been carried further by Commonwealth Trade Ministers at their meeting in June 1966, a preliminary conference of officials engaged in economic planning was to be convened to consider the various methods adopted in Commonwealth countries and see whether a mutual exchange of current plans could be used to improve them and thus promote trade and economic progress within the Commonwealth.

'Heads of Government recognized the importance of the strength of sterling and the need for additional liquidity for international payments, and they expressed the hope that substantial progress in this direction would be made at the forthcoming meeting of the International Monetary Fund in Washington. They attached particular importance to this matter since they recognized that the maintenance of economic expansion in the fully industrialized countries as well as in less developed countries was a basic requirement for the steady increase in world trade and development that is so vital to all countries of the Commonwealth. They noted that Commonwealth Finance Ministers proposed to discuss these and allied matters in Montreal later this month.

'The Prime Ministers noted with concern the deteriorating position with regard to the world's food supply, and stressed the urgent need for a massive increase in food production, particularly in the developing countries, to meet the needs of the world's growing population, and the desirability for continuing assistance towards this end.

'In the course of discussion of the problems of aid and development, Prime Ministers were concerned that the economic progress in the developing countries had fallen short of the minimum average targets of the United Nations Development Decade. They also noted that, notwithstanding the increased efforts of certain countries, the flow of resources from the developed to the developing countries was inadequate. They recognized that the growing economic imbalance between the rich and poor countries called for a continued and concerted effort to provide development assistance. In this connection they noted the growing difficulties arising from maturing debt obligations. They agreed that the Commonwealth, which was a representative group covering all levels of economic development problems, could continue to provide useful initiatives in international co-operation as it had in the establishment of the Colombo Plan for economic and technical co-operation in South and South East Asia and the Special Commonwealth African Assistance Plan.

'Prime Ministers had before them a number of suggestions submitted to them by the Secretary-General on possible ways to implement their wish as set out in the 1964 and 1965 communiqués that the Commonwealth can make a further distinctive contribution of its own to increase the economic strength and material well-being of Commonwealth countries. They considered that one of the most promising avenues of Commonwealth co-operation lay in the opportunity to play a creative role in the future strategy of economic development.

'Prime Ministers agreed that the suggestions made by the Secretary-General in his paper on Commonwealth Assistance Programmes should be further examined at a meeting of senior officials of Commonwealth countries concerned with aid administration, and that this meeting might usefully be combined with the meeting of senior planning officials which Trade Ministers had earlier, on the suggestion of Prime Ministers, asked the Secretary-General to convene on Planning Techniques, Regional Co-operation in Planning and Trade Promotion.'

LORD RHODES MEETS COMMONWEALTH GUESTS

A party of Singapore radio and newspaper executives is visiting Britain for four weeks as guests of the Commonwealth Office, under arrangements made by the Central Office of Information. They are pictured here at the Board of Trade where they were received by Lord Rhodes, Parliamentary Secretary. (From left to right) Mr. Wong, Mr. Lee, Lord Rhodes and Mr. Aw.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of British products in all overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757. Ext. 245) (Telex 25977). The type of goods involved and the countries to be covered should be indicated.

Distribution of company dividends

THE FOLLOWING reply was sent to Mr. James Dickens, MP, by Mr. J. Callaghan, Chancellor of the Exchequer and relates to company dividends during the standstill period:

'You have written to me about the application of the Government's policy to company distributions.

'The policy is this: Companies should not pay their shareholders a total dividend in respect of their last financial year greater than that for the preceding financial year; and dividends paid during the period of the standstill (which means 12 months from July 20 last) should not exceed those paid during the 12 months up to that date. There are two qualifications to this: first, "closely controlled companies" are exempted from the standstill to the extent that they have to meet the requirements of the special tax rules which apply to them. Secondly, companies who consider that there are special circumstances which create for them an imperative need to pay an increased dividend are expected to inform the Government of the circumstances and to have regard to the advice which the Government then gives them.

'The way in which the Government is applying this policy is to watch companies' announcements of their proposals for distributions and to approach any of them who do not appear to be complying with the policy. The letters sent to such companies draw attention to the Prime Minister's statement of July 20 and the White Paper on Prices and Incomes (Cmnd. 3073), and ask for full information about the company's intentions.

'In your first letter you drew my attention to 31 companies which had apparently proposed distributions which would be contrary to the policy, and in your second letter you mentioned 19 others. As a matter of course, all these have been covered by the procedure which I have outlined, apart from two which so far we have not been able to trace in the reference books. Of the remainder, five have now told us that they wish to conform with the Government's policy, and inquiries are still being made of the others.

'On the other side of the picture you will be glad to know that several hundred companies have already announced dividends which are no higher than the policy permits.

'We are continuing with this scrutiny of proposed declarations of dividends, with a view to ensuring that Government policy is adhered to during the standstill period.'

ECGD guarantee backs £2 million ship contract

THE EXPORT Credits Guarantee Department have signed a Financial Guarantee covering the financing of a 46,000 deadweight ton bulk carrier for Halfdan Grieg & Co., of Bergen, Norway.

The fore and aft ends will be launched separately, a method of construction estimated to save considerable time on the building period.

The ship, which will cost about £2 million, is being built by Austin & Pickersgill at their Sunderland shipyard.

The loan of £1.5 million was provided by a consortium of eight banks led by Hambros Bank Executor & Trustee Co. Ltd.

Automatic draughting equipment in shipbuilding

THE MINISTRY OF TECHNOLOGY is to make a grant of up to £48,340 to the British Ship Research Association to help develop techniques for the use of automatic draughting equipment in shipbuilding. The grant will cover half the total cost (£96,680) of a four-year project which aims to establish those aspects of automatic draughting which would enable British shipyards to adopt improved design and production techniques.

Appeals against Air Transport Licensing Board decisions

THE BOARD OF TRADE have made an Order relating to appeals by British Eagle International Airlines Ltd. and British United Air Ferries Ltd. from a decision of the Air Transport Licensing Board granting a licence to British Eagle International Airlines Ltd. for a service on the route Manchester/Rotterdam/Frankfurt. British Eagle appealed against the refusal of the Air Transport Licensing Board to allow them to include Liverpool on this service, and British United Air Ferries appealed against the grant of a licence to British Eagle for the Manchester/Rotterdam sector.

The Board of Trade have dismissed the appeal of British United Air Ferries Ltd. and allowed in part the appeal of British Eagle by ordering that their licence be extended to cover a service from Liverpool and/or Manchester to Rotterdam and/or Frankfurt, but without the right to carry passengers or cargo between Liverpool and Rotterdam. The Commissioner appointed to hear the appeals was Sir Ralph Hone, KCMG, KBE.

In a further appeal the Board of Trade have dismissed one by British European Airways against the refusal of the Air Transport Licensing Board to allow them to increase fares on their Scottish Highlands and Islands services.

The Commissioner appointed to hear the appeal, Sir John Evans, KBE, CB, recommended that the fare increases sought by BEA should be granted, and that the Air Transport Licensing Board should not have relied on their proposal that the airline should receive a Government grant in respect of these services.

The Board of Trade have nevertheless decided that at the present time, and in the light of the Prices and Incomes Act, 1966, the proposed increases cannot be granted.

Copies of the Reports to the Board of Trade and of the Board's Orders are available on request from Board of Trade, Civil Aviation Department, Branch AGP.2, Shell Mex House, Strand, London, W.C.2.

North West England Regional Advisory Committee for Civil Aviation

THE BOARD OF TRADE have appointed the following members of the North West England Regional Advisory Committee for Civil Aviation to serve under the chairmanship of Mr. J. B. Lancaster, a director of Unilever Merseyside Ltd., and a member of the North West Regional Economic Planning Council, who was appointed by the Minister of Aviation in June: G. C. Allen, Sir Lionel Biggs, T. O. Brown, Alderman David Cowley, R. S. F. Edwards, D. G. Farrar, J. A. R. Kay, J. King, Councillor H. E. R. Peers, Dr. L. H. A. Pilkington, Alderman J. Selwyn Jones, L. J. Tolley, D. S. Wolff.

Additional members of the Committee may be appointed in due course.

Further rise in industrial accidents

'WITH ALL the advances in science and technology it is ironic that we still have not found a way of keeping accidents under control,' comments HM Chief Inspector of Factories, Mr. R. K. Christy, in his annual report to the Minister of Labour.

Once again reported accidents showed a rise. While the percentage increase for 1965 was smaller than in the previous year, Mr. Christy says that he can find little comfort in that fact, since '293,717 reported accidents is an unconscionably high figure by any standard'.

The number of fatal accidents had continued to drop, but even so 627 deaths were reported. Many of these fatal accidents were avoidable and these deaths were a sad commentary on the safety standards prevailing in industry today.

The Chief Inspector's report was published as a White Paper on September 13, 1966, Cmnd. 3080, and is available at HMSO or through any bookseller, price 10s. 6d. net.

ROLLER & SPINDLE COVERING — PRECISION GRINDING
for INDUSTRY
RUBBER, CORK and
OTHER COMPOSITIONS

LONGS Limited
Factory: HERSHAM TRADING ESTATE WALTON-ON-THAMES 26242

Imports of canned grapefruit from the Dollar Area

THE BOARD OF TRADE have announced in Notice to Importers No. 1159 dated September 17, 1966, that the quota for imports of canned grapefruit from the Dollar Area during the 12 months commencing October 1, 1966, will be at the unchanged level of £450,000 c.i.f.

Applications from traders who received licences under the corresponding arrangements last year should be accompanied by a return of imports in the following form:

> The value of canned grapefruit originating in and consigned from the Dollar Area which was cleared through Customs by me/us acting on my/our own behalf or by a clearing agent on my/our behalf from October 1, 1965, to date was £ c.i.f.
>
> Signature .....
>
> Status .....
>
> (Owner, partner, company director, company secretary).

Date .....

Applications will also be considered from newcomers who can give evidence of an interest in the trade.

Applications, on form ILB/A, should be sent to reach the Board of Trade, Import Licensing Branch, Hillgate House, Old Bailey, London, E.C.4, not later than September 30, 1966. Page 1 of the form should be completed; on page 2, the value of the desired licence should be inserted; on page 3 and copies, only the applicant's name and address and the description of goods (canned grapefruit) should be entered.

The Dollar Area comprises: Bolivia, Canada, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, Philippines, United States of America, Venezuela.

Imports of grapefruit juice and orange juice from the Dollar Area

THE BOARD OF TRADE have announced in Notice to Importers No. 1160 dated September 17, 1966, that the quota for imports from the Dollar Area of grapefruit juice and orange juice during the 12 months commencing October 1, 1966, will be at the unchanged level of £300,000 c.i.f. This is exclusive of unpasteurized frozen orange juice concentrate which may continue to come in from the area without restriction under the Open General Licence.

Applications from traders who received licences under the corresponding arrangements last year should be accompanied by a return of imports in the following form:

> The value of grapefruit juice and orange juice (other than unpasteurized frozen orange juice concentrate) originating in and consigned from the Dollar Area, which was cleared through Customs by me/us acting on my/our own behalf or by a clearing agent on my/our behalf from October 1, 1965, to date was £ c.i.f.
>
> Signature .....
>
> Status .....
>
> (Owner, partner, company director, company secretary).

Date .....

Note: Figures for the two varieties of juice need not be shown separately.

Applications will also be considered from newcomers who can give evidence of an interest in the trade.

Applications, on form ILB/A, should be sent to reach the Board of Trade, Import Licensing Branch, Hillgate House, O'd Bailey, London, E.C.4, not later than September 30, 1966. Page 1 of the form should be completed on page 2, the amount of the desired licence should be inserted; on page 3 and copies, only the applicant's name and address and the description of goods (grapefruit juice and orange juice) should be entered.

The Dollar Area comprises: Bolivia, Canada, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, Philippines, United States of America, Venezuela.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by October 7.

Tariff heading	Proposed definitions for tariff purposes	Applied for as	Exemption required until	Reference
2-5.19	Magnesite, dead-burned, containing (a) not less than 94% by weight of magnesium compounds expressed as MgO (b) a total of not more than 1·0% by weight of aluminium compounds and iron compounds expressed as Al_2O_3 and Fe_2O_3(c) a total of not less than 2·5% by weight and not more than 5·0% by weight of calcium compounds and silicon compounds expressed as CaO and SiO_2, and in which the weight of calcium compounds expressed as CaO is not less than 1·5 times the weight of silicon compounds expressed as SiO_2.	Dead-burnt high purity magnesite.	December 31, 1966	9238
29.13	Acetophenone . .	As in previous column .	December 31, 1966	6853
29.14	Sodium fluoroacetate .	As in previous column .	December 31, 1966	6905
29.22	2 : 6-Dinitro-*N N*-di-*n*-propyl-4-trifluoromethyl-aniline.	*a, a, a*-Trifluoro-2, 6-dinitro-N, N-dipropyl-p-toluidine (Trifluralin).	December 31, 1966	6900
29.22	*n*-Hexylamine. . .	As in previous column .	December 31, 1966	6875
29.23	Di - (2 - dimethylamino-ethyl) ether	"Niax' Catalyst A-1 .	December 31, 1966	6902
29.23	D L-Ornithine *mono*hydro-chloride.	As in previous column .	December 31, 1966	1024
29.25	Fluoroacetamide . .	As in previous column .	December 31, 1966	6906
29.27	(–)-1-Acetamide-1-vanilly-ethyl cyanide.	L-*a*-Acetamide-*a*-vanillyl-propionitrile.	December 31, 1966	6904
29.35	4-Aminophenazone .	As in previous column .	December 31, 1966	1104
29.35	2-Pyrrolidone . .	As in previous column .	December 31, 1966	6907
69.09	Catalyst carriers having no axial dimension greater than 0·5 inch and containing not less than 88% by weight of aluminium compounds estimated as Al_2O_3, and being in the form of pellets, saddles, rings or spheres having a bulk density of not more than 75 pounds per cubic foot and a porosity of not less than 39%.	Catslyst carrier in the form of spheres, pellets, rings and saddles.	December 31, 1967	6876

Note:
Withdrawal of application: Interested parties will wish to know that the application for temporary exemption from import duty of Strontium carbonate (28.42) published on page 513 in the *Board of Trade Journal* of August 26, has been withdrawn.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey 7877, Ext. 3038) who compile the half-yearly index to the* JOURNAL.

Applications for re-imposition of import duty

THE BOARD OF TRADE, Tariff Division, have received applications for the re-imposition of import duty as from December 31, on the following items which are at present temporarily exempt from import duty.

Tariff heading	Description	Reference
29.02	4-Bromodiphenyl	9413
29.03	*o*-Bromonitrobenzene	5302
29.03	*p*-Bromonitrobenzene	6441
29.04	Dulcitol	5798
29.10	1 : 3-Dioxolan	1751
29.14	2-Hydroxypropyl methacrylate	6418
29.29	Formaldoxime hydrochloride	5257
29.31	*S*-Carboxymethylcysteine	3696
29.31	DL-Cystine	1082
29.31	Di-(*o*-carboxyphenol) disulphide	1720

Applications for anti-dumping duties on maize, milo and potato starches and on liquid glucose

THE BOARD OF TRADE gave notice on April 21, 1965, that they were considering applications for the imposition under the Customs Duties (Dumping and Subsidies) Act, 1957, of anti-dumping duties on imports of maize and milo starches originating in the Netherlands, Belgium, the Federal Republic of Germany, France and Yugoslavia, potato starch (farina) originating in the Netherlands and the Federal Republic of Germany, and liquid glucose originating in the Netherlands and Belgium.

The Board of Trade now announce that dumping has been established in the case of imports of all three products from a number of countries, but having regard to the other criteria of the Act, the Board have decided not to take action but will keep the position under review. The governments concerned have been informed accordingly.

Annual Report of Import Duties Act

AS REQUIRED by Section 4 of the Import Duties Act, 1958, the Board of Trade have laid before Parliament a report on the exercise of their powers under the Act during the year ended March 31, 1966.

This report, which is the seventh to be made under the Act, gives details of orders made during the period under review to vary import duties and to allow exemptions and reliefs from duty (including drawback of duty on exportation). It also gives details of the value of goods which benefited from various existing provisions for relief from duty.

Copies of the Report (H. of C. 136) published on September 14 can be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches, or by post from HMSO, PO Box 569, London, S.E.1 (price 2s. 3d. or 2s. 6d. by post).

Industrial training board for the road transport industry

MR. RAY GUNTER, Minister of Labour, laid before Parliament, on September 12, an Order constituting the industrial training board for the road transport industry. This is the sixteenth training board to be set up under the Industrial Training Act of 1964. It came into operation on Thursday, September 15.

As already announced, the chairman of the Board is Mr. Kenneth C. Turner, managing director of General Industrial Cleaners Limited, Borrowash, Derbyshire, and director of Allied Industrial Services Limited.

Training by industry

FOUR FURTHER reports of industrial training boards have been published. They are for the construction; knitting, lace and net; furniture and timber; and ceramics, glass and mineral products industries. Copies are available from HMSO at 2s., 1s., 1s. 6d. and 1s. 6d. respectively.

A party of eight representatives from the Scale Manufacturers' Association of America, together with their wives, recently visited W. & T. Avery Ltd. of Birmingham, reputed to be the world's largest manufacturer of weighing and testing machines. The visitors saw the main factory at Smethwick and the new development unit at Tame Bridge, Staffs. In the picture the visitors are seen admiring a unique collection of silverware manufactured by Matthew Boulton, who at one time occupied Soho Foundry, now the headquarters of Avery.

New arrangements for the export of brass swarf

THE BOARD OF TRADE announce that they are prepared to allow the export of 1,500 tons of brass swarf under licence in the period October 1, 1966 to December 31, 1966. The Board will be prepared to consider the granting of export licences to exporters who engaged in this trade in the period March 1, 1964 to November 30, 1965.

In the first instance, exporters wishing to participate in these arrangements should send to the Board of Trade, Industries and Manufactures Department, Division 4, 1 Victoria Street, London, S.W.1, a statement of the quantity and value of their exports of brass swarf in the period March 1, 1964 to November 30, 1965 This statement must be certified by an independent practicing accountant, and must reach the above address on or before September 28, 1966.

Subsequently the Board will notify individual exporters of their total allocation, and formal applications for Export Licences should then be made in the normal manner to Export Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. Inquiries about these arrangements may be made to Industries and Manufactures Department, Division 4, (Tel. Abbey 7877, Ext. 2098).

Note:

Exports of non-ferrous metal scrap, wastes and residues have been subject to export control since 1939. The arrangements to allow the export of 1,500 tons of brass swarf in the period October to December 1966 has been made in accordance with the Board's established practice of allowing the export of certain types of scrap when they are in temporary surplus to the requirements of United Kingdom industry.

References to National Board for Prices and Incomes

THE GOVERNMENT has decided to make four new references to the National Board for Prices and Incomes. They are:

Pay of ancillary workers in the National Health Service.
Pay of manual workers in local authorities.
Pay of manual workers in the gas industry.
Pay of manual workers in the water supply industry.

The references ask the Board to look at the principles on which pay in these industries and services is determined, and are examples of the Government's intention to continue to refer to the Board matters of longer term significance in the field of productivity, prices and incomes. They are intended to give the Board the opportunity to examine the relationship between the pay movements of these four groups of workers, totalling about 850,000. The Board will also be able to examine the scope for measurement and improvement of productivity in these industries and services.

The Queen's Award to Industry, 1967

THE CLOSING DATE for the receipt of applications for the Queen's Award to Industry, 1967 is October 31, 1966. Application forms can be obtained from the Office of the Queen's Award to Industry, 1 Victoria Street, London, S.W.1. (Tel. Sullivan 7000).

The Queen's Award to Industry was first awarded this year to 115 industrial units. 86 were cited for export achievement, 11 for technological innovation and 18 for combined achievement in exports and technology. The recipients of the Award represented a very wide spread of industrial activity and size of company. Every region in the country, including Northern Ireland, was also represented.

Further awards will be announced each year on HM the Queen's personal birthday, April 21. The Award is valid for five years from the date of its announcement.

The Prime Minister announced in the House of Commons on February 4, 1965, that HRH the Duke of Edinburgh had consented to chair a committee which would draw up a scheme for awards to industry, to be made by the Sovereign, for outstanding achievement either in exports or in technological innovation. The report of the Duke of Edinburgh's Committee – which gives the criteria which have been adopted for the Award – was published by HMSO on August 3, 1965, and was the subject of a statement in the House by the Prime Minister on the same day when he said that the Government had accepted its recommendation.

Recommendations for the Award are made to the Queen by the Prime Minister, who is assisted by a committee composed of senior industrialists and civil servants, chaired by the head of the Home Civil Service.

Recipients of the Award are entitled to display the distinctive emblem designed by Abram Games, OBE, RDI, FSIA. It symbolizes royal recognition of technological and export achievements. A representation of the emblem cast in stainless steel and embedded in transparent plastic is normally presented to a recipient by Her Majesty's Lieutenant of the appropriate county, together with the formal Grant of Appointment.

Note: See opposite page for representative photographs of the 1966 awards.

Another page of pictures was published on September 2.

Annual Report of the Sunderland Industrial Development Officer

IN HIS REPORT to the County Borough of Sunderland, the Industrial Development Officer states the year ended June 30, 1966, has been one of remarkable progress. Unemployment has fallen to its lowest level for nine years; a major industry has been captured by the decision of the Buhr Machine Tool Company of Michigan, U.S.A., to come to Sunderland, the shipbuilding industry has succeeded in booking 447,000 d.w. tons of new orders and major expansion schemes have been implemented by some of the town's older industries.

Unemployment continued to fall in a most satisfactory manner, running at around 1,000 below the comparable month in the previous year and, by the end of June, it was down to the 1957 level. In terms of percentages, the June figure of 2·4 per cent compared with the national average of 1·1 per cent and the North-East 2·0 per cent. The bulk of those unemployed are now the unskilled workers who have mainly lost their jobs by the replacement of men by machines; of these, many of the older men have difficulty in assimilating new techniques and the problem of finding new employment is becoming more and more difficult.

Some shortages of skilled workers have developed in some trades, particularly in those connected with the fitting out of ships, i.e. carpenters, electricians and plumbers, where the buoyant shipbuilding industry is competing with the construction trades. The situation has been aggravated by the tremendous surge in the construction programme of roads, houses, schools, etc.

New firms will bring nearly 1,000 additional employment opportunities, mainly male, and expansions of existing firms would have created another 2/3,000 jobs over the next five years, if there was no recession. But it now looks as though we must face anything up to 5,000 redundancies, if the worst fears of those who take a gloomy view of the national economy are fulfilled, and there is still the continuing problem of finding new jobs, at the rate of about 500 a year, for the surplus school-leavers.

New Ulster hatchery

NORTHERN IRELAND'S Prime Minister, Captain Terence O'Neill, officially opened what is claimed to be Britain's most modern chick hatchery at Mullentine, Portadown, on September 5.

Built at a cost of £200,000 by Ross Group of Grimsby, the new hatchery has a potential annual capacity of six million day-old chicks and will meet two-thirds of the entire Ulster demand for commercial laying pullets.

The opening ceremony was followed by a poultry conference attended by over 1,000 of Ulster's leading egg producers who were addressed by the chairman of the British Egg Marketing Board, Mr. C. J. Harrisson, and Mr. A. S. Alexander, chairman of the Ross Poultry Division.

Progress at Cumbernauld

THE FIRST PHASE of Cumbernauld's £10 million town centre has now reached the stage where shopfitters are taking over from the heavy construction trades. This is the pivot of the 'Cumbernauld idea' which aims to produce a genuine new community and not just a collection of housing estates. In the centre will be almost everything a town needs – shops, banks, cinemas and other entertainments, community hall, sports centre, police and fire stations, main post office, health centre, technical college, hotels and restaurants and civic and commercial offices.

Already much of the space available in the first phase – only about a quarter of the total centre – has been taken up. Indeed the demand for office space has been so heavy that further work has been put in hand to increase accommodation by 25 per cent.

The new town's theme of segregation of pedestrians and motor traffic, and making the motor car man's servant is perfected in the town centre. More than adequate car parking space is provided at the lower levels, above which are delivery docks for the shops and stores, round which the shopper moves without traffic worries and protected from the weather. Above the shopping area are the offices and restaurants and so on, and topping the whole structure are split-level penthouses. Lifts, stairs and escalators, plus ramps, serve all the different levels. Running right through and under the whole massive construction is the main dual carriageway road.

In this first phase is a full range of shopping and commercial facilities for a population of about 20,000. This will be added to in further phases as the population grows; the second stage is expected to be completed by 1971.

Dame Jean Roberts, chairman of the Cumbernauld Development Corporation, regards the town centre as unique, not only in concept and construction, but also in that unlike most town centres it will not die at night. By nature of the site for the town and the way it has been laid out (no citizen will be more than about 20 minutes walking time away from the centre), the planners have been able to put everything in one structure, so that when the shops close the cinemas, pubs, night classes at the college and community centre will be getting into full swing. Even when they close there will be life in the penthouses.

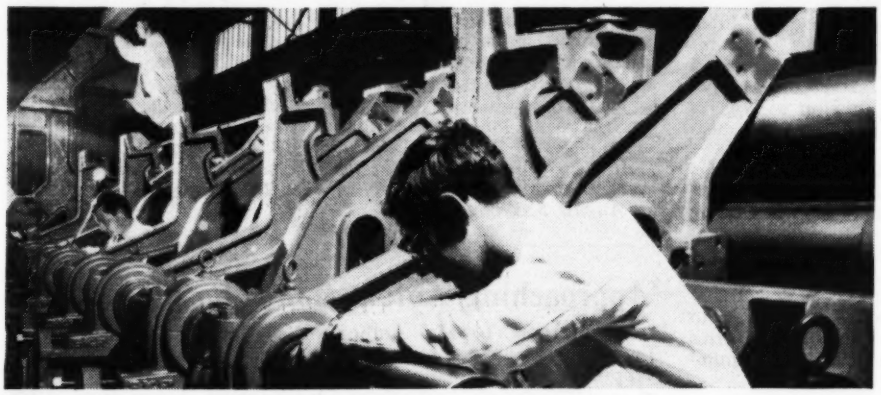
EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the EFTA Bulletin, *the EFTA Secretariat's monthly journal. Address: Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Exts. 2479/2480).*

The Queen's Award to Industry, 1966

Some of the 115 British companies named as the winners of the Queen's Award to Industry earlier this year.

Whisky is seen being packed for export to Puerto Rico at the Perth factory of John Dewar and Sons Ltd., a member of the Distillers Company Group. Dewars export from 85 to 90 per cent of their production.



Textile machinery for Japan is seen under construction at the Barnsley works of Wilson and Longbottom Ltd., who in 1965 exported 69 per cent of its production. The company's principal overseas markets are North America, Europe, Pakistan and Australia.

Mr. Paul Adorian, chairman of Redifon Limited, Crawley, receives the Queen's Award from His Grace the Duke of Norfolk.

Mr. Wallace-Copland (right) Lord Lieutenant of Staffordshire, presenting the Award to Mr. Arthur Bryan, managing director of Josiah Wedgwood and Sons Ltd., at Barlaston. Total Wedgwood exports rose by 25 per cent last year.

Field Marshal Lord Alexander, Lord Lieutenant of Greater London (left,) presenting the Award to Mr. J. C. C. Davies, chairman of Letraset Ltd. The presentation ceremony was attended by all 400 of the company's employees.

Practical export help from BSI

ISSUED ON September 14, 1966 by the British Standards Institution was the first in a series of technical digests which will provide British exporters with information on overseas regulations, specifications and approvals systems. This follows the decision made by BSI earlier this year to extend the services it provides to give technical help to exporters.

Initial investigations for the first four countries to be covered by the service – Denmark, Finland, Norway and Sweden – have been completed and this first digest is that for Finland; those for the other three countries are being printed. Future sets of digests will cover Germany, France and Holland; Spain, Portugal and Italy; Austria, Switzerland, Belgium and Luxembourg. This phase of the work will be completed early in 1967.

A mailing list for the service is being established and firms joining will be charged £2 annually to cover the cost of the circulation to them of all the digests and other information as it becomes available. Folders for the leaflets are included in the service.

Full details of the scheme together with a copy of the first technical digest are available from: Mr. D. F. Espir, Head of Section, Technical Help to Exporters, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts.

African missions report

THE COMMITTEE for Exports to Africa of the British National Export Council has published reports on the findings of three recent missions to Africa sponsored and organized by the committee. The missions concerned were the clothing, footwear and household textiles mission to Zambia, Kenya, Uganda and Malawi (May 26-June 17); the construction equipment mission to Nigeria (June 10-26) and the agricultural equipment mission which also visited Nigeria from June 10-26.

The clothing mission concluded that the British exporter has tremendous opportunities in the markets it visited, and comments that the market for better quality goods is no doubt increasing with the emergence of an African middle class. But it warns that the days are numbered when Britain can trade on goodwill alone. The other reports, too, point to opportunities for the exporter who sets about the task with determination and skill.

Copies of the reports are being circulated by BNEC Africa to relevant manufacturers but copies may still be obtained by firms concerned with these markets from: BNEC Africa, 27 Northumberland Avenue, London, W.C.2. (Tel. Whitehall 3121).

Research into Scandinavian market

THE BRITISH Mechanical Engineering Federation is sponsoring a co-operative market research project on the opportunities for exporting British mechanical engineering equipment to Scandinavia.

This market research project is receiving financial assistance from the British National Export Council. In addition it has the full backing of the Economic Development Committee for the Mechanical Engineering Industry. The Economist Intelligence Unit has been commissioned to carry out the work.

A general survey to select the most promising products for detailed studies has already been completed by the EIU.

The detailed studies now commencing will cover:

Norway – Contractors' plant and quarrying machinery; packaging machinery; scales and weighing machinery.

Denmark – Compressors; contractors' plant and quarrying machinery.

Finland – Pumps and valves.

Sweden – Pumps and valves; packaging machinery; mechanical handling equipment.

Selling mission to Scandinavia

THE SCOTTISH THISTLE EXPORT GROUP comprising manufacturers of quality Scottish products, is to send its third selling mission to Scandinavia from September 18-28. Prominently represented on the mission are quality Scottish woollens, for which there is a keen demand in all Scandinavian countries. Also included are manufacturers of cast-iron pipe work and industrial fire extinguishing equipment, quality wallpapers and high-quality wooden furniture.

New secretary for BNEC United States

MR. BRYAN DOUGLAS RENN (34), has been appointed secretary of BNEC United States, in succession to Mr. R. E. A. Claessens (who is now in charge of the New York Trade Centre).

Mr. Renn was for 11 years (1952-1963) a director of Renn Pianos Ltd., a family business, and during the whole of this time he was actively concerned with exporting to 45 countries. Over the past 14 years, Mr. Renn has travelled extensively in Western Europe, Scandinavia, and the United States, an area in which he has been particularly interested.

Reorganization of the British Export Houses Association

AN EXTRAORDINARY general meeting of the British Export Houses Association (BEHA) was held on September 15 to give effect to the plans for reorganization of the association; to elect for the first time a Court of President and five vice-presidents, and to elect on a new basis a council for the ensuing year.

The following were elected to the Court: Lord Aldington, president; Sir John Burns (Glasgow), Sir Charles Denman, Bt., Mr. Hilary Eccles-Williams (Birmingham), Sir Geoffrey Gibbs and Lord Kilmarnock, vice-presidents.

The association, which was formed in 1940, was originally designed to be the point of contact between the Government and the specialist export houses. Since then BEHA's activities have been largely confined to consultations with various Government departments on matters affecting the export trade and the organization of a 'marriage bureau' to put manufacturers into contact with appropriate export houses. Much valuable work has been done in these fields, but it is now clear that there is a need for BEHA to take more initiative in putting forward the views and policies of the specialist companies in the export trade.

An article on the work of the association by the director, Mr. V. R. B. Smallwood, was published in the Board of Trade Journal *on August 5, 1966.*

'Approaching Automation' film premiere

ON SEPTEMBER 14 Mr. Anthony Wedgwood Benn, Minister of Technology, launched a new Ministry of Technology colour film, 'Approaching Automation'. It will be used immediately as part of a Ministry of Technology 'Approaching Automation' drive which has the aim of encouraging small and medium-sized firms to make increasing use of well-tried, inexpensive automatic control techniques in the interests of higher productivity.

The step-by-step approach to automatic control which the Ministry is promoting for the smaller firm complements the Ministry's activities in the field of more advanced automation. Already actively supporting the introduction of a number of advanced installations is the National Research Development Corporation which is the source of public support for the direct application of known automation techniques to major schemes in industry.

Improving training for office staffs

ALTHOUGH THE number of office workers has grown in the last 40 years from about 1¼ million to well over 3 million, only about 8 per cent of young office employees receive training under formal training schemes, and only 7 per cent are released to attend courses of further education.

This is stated in the report published by the Central Training Council's Commercial and Clerical Training Committee, which was set up in November 1964 'to make recommendations to the Council about the guidance to be given to Industrial Training Boards in respect of training for commercial and clerical occupations.'

The report makes general recommendations common to all younger office workers and makes more specific recommendations for each of the four main groups of types of employees – professional and administrative trainees, general clerks, office machine operators, junior secretaries, shorthand, audio and copy typists. Copies of the report are available (price 7s. 6d.) from HMSO.

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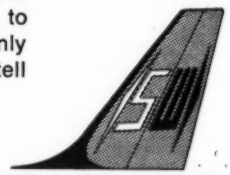

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Government surplus sales by auction

MINISTRY OF DEFENCE

1966	Description of Goods	Location	Auctioneers
Oct. 4-6 .	**Private and commercial vehicles earth moving, equipment.**	**Ordnance Storage & Disposal Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 54272.)**

Private and commercial vehicles: 240 saloons, limousines and estate cars, including Princess limousine; Ford 'Anglias'; 'Populars'; 'Consuls' Mk II; Morris 'Mini Minors'; 'Oxford Farinas'; Humber 'New Hawk' saloons and limousines; Hillman 'Huskys'; Austin 'Cambridge Farinas'; Land Rovers; 190 Austin 'Champs'; Austin 'Champ' engines, gearboxes, cylinder blocks, radiators etc; coaches (5-39 seaters); heavy duty trucks and breakdown vehicles by AEC, Albion, Bedford, Leyland, Scammell and Thornycroft; hydraulic tippers; low loading, light recovery and other trailers (10 cwts to 50 tons); mobile tankers (100 to 2,500 gallons); factory trucks and other types of load carrying and dual purpose vehicles; motor cycles.
Earth moving equipment: Mobile cranes by Bucyrus Erie, Coles, Jones, Neals, Northwest, Ransomes & Rapiers; loading shovels; road rollers; scrapers, rooters; graders; dumpers; plant ancillaries and spares by Blaw Knox, Caterpillar, Neals, Ruston Bucyrus (including 10 RE track assemblies).

Oct. 13-14 .	**Vehicles and miscellaneous stores.**	**Ordnance Disposals Depot, Bowhouse, Hurlford, by Kilmarnock, Ayrshire.**	**Dixon & Wallace (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. Tel. Bridgeton 2447.)**

Vehicles: Morris 'Mini Minor' and 1000 saloons; Hillman 'Husky' estate cars, Ford 'Popular', 'Zephyr', 'Anglia' and 'Consul' saloons; Land Rovers; Commer, Bedford, Thames, Austin trucks; Austin 'Champs'; Bedford 'Utilecons'; Morris and Bedford ambulances; Fordson Sulzer fire pumps; Matchless, Velocette and BSA motor cycles; Ransomes & Rapier cranes.
Miscellaneous stores: Binoculars and telescopes; electrical equipment; pocket and stop watches; machine tools; steel lockers and racking; photographic equipment, batteries; old rubber, leather, mixed rags, canvas, webbing etc; rope 3 in. x 100 ft. (200 coils).

Oct. 18 .	**Miscellaneous stores, including:**	**Northern Command Ordnance Sub-Depot Barlow, Nr. Selby, Yorks.**	**Bartle & Son (Dept. L), 52 Merrion Street, Leeds 2, Yorks. (Tel. Leeds 20898.)**

Tangye hydraulic lifting jacks; machine tools; electric motors; Lister industrial tractors; battery charging sets; used tyres; steel pallets; generators; tool kits; MT spares; clothing and textiles; kitchenware; workshop equipment; electrical equipment; electric drills; and a large assortment of general stores.

Oct. 21 .	**Miscellaneous stores, including:**	**Command Ordnance Sub-Depot, Reed Hall Avenue, Colchester.**	**Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. Colchester 73171.)**

Machine tools; air compressors; pneumatic hand drills; generating sets; charging sets with tools and spares; portable pneumatic grinders; gravity rollers; footwear and clothing; Newton Hydratruck mechanical lifter; lifting blocks and tackle; ratchet jacks 12 ton lift; 10 ft. iron shod levers; and a large assortment of general stores.

Oct. 25 .	**Miscellaneous stores, including:**	**Central Ordnance Depot, Bicester, Oxon.**	**Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. Bicester 2073.)**

Plant and equipment; binoculars and telescopes; electric meters; MT spares; stencil letter plates; footwear and footwear repair equipment; protective clothing; saddlery; generators; copper tubing; kitchenware; block and tackle recovery equipment; photographic equipment; clothing and textiles; Birlec vertical furnace; electronic valves; used tyres etc.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only).

MINISTRY OF PUBLIC BUILDING AND WORKS

1966	Description of Goods	Location	Auctioneers
Oct. 4 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. Wembley 3212/4.)

Catalogues: price 6d. Direct from Auctioneer. View days: Day preceding and morning of sale.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,085	—	16,100	15,373	15,373	9,140	3,478	922	688	591	1,205				
1961	113	114	121	116	111	100	130	130	138	138	123	+319	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	142	125	+ 76	+ 22	+22	+14
1963	118	119	135	130	119	103	132	104	144	145	132	+177	+113	+29	+55
1964	125	128	144	139	123	106	155	117	170	184	151	+513	+335	+72	+47
1965	128	132	152	147	125	108	160	127	168	189	157	+311	+201	+19	+57
1964															
4th quarter	126	130	147	143	125	107	160	124	177	189	156	+108	+ 76	+30	+15
1965															
1st quarter	128	132	150	146	127	108	162	131	168	191	158	+ 61	+ 28	—10	+12
2nd quarter	127	131	151	145	123	107	159	122	172	184	159	+ 95	+ 82	— 5	+ 7
3rd quarter	127	132	153	148	124	108	158	128	160	189	155	+117	+ 73	+21	+20
4th quarter	129	133	155	151	126	109	161	128	170	193	157	+ 38	+ 18	+13	+18
1966															
1st quarter	130	134	162	155	130	110	162	130	165	183	165	+ 82	+ 42	N/C	+17
2nd quarter		132*				110		121*	165*				— 11*	—22*	+28
1966															
January		134				110									
February		133				109									
March		135				110									
April		134*				110									
May		133*				111									
June		131*				109									
July						110									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,836	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—393
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—104
1964													
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	242	24,764	149	139	— 94
1965													
1st quarter	167	121	128·8	+4·5	109·7	128·3	153·8	306	253	24,742	143	141	— 6
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	274	24,800	152	141	— 67
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	265	24,837	153	147	— 41
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 10
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279		159	153	— 42
2nd quarter	161*	127*	137·0	+3·8	116·8	133·1	168·1	282	282		155	145	—101
1966													
January	165	121	134·3	+4·4	113·0	130·9	165·0	285	272		158	146	
February	165	120	134·4	+4·5	114·1	131·3	165·4	277	281		159	159	
March	164	122	134·7	+4·3	113·9	131·9	167·2	274	285		158	153	
April	164*	123*	136·3	+3·6	116·2	132·7	167·8	279	286		157	153	
May	163*	127*	137·2	+3·9	117·1	133·1	167·8	277	284		163	155	
June	161*	127*	137·6	+3·9	117·0	133·4	168·7	290	275		146	127	
July		123*	137·0	+3·5	116·7*	133·6*	169·7	305	268		165	151	
August			137·8	+3·8	114·2*	133·7*		318	255		164*	163*	

* Provisional. † Not seasonally adjusted.

EFTA annual report published

THE EUROPEAN FREE TRADE ASSOCIATION has published its Sixth Annual Report covering the 12 months ended June 30, 1966. The Report sums up the year as being one when 'the most pressing task for the EFTA countries has been to prepare for the accomplishment, at the end of 1966, of the EFTA objective of a single free trade market for manufactured goods of almost 100 million people'. Thus the Report is largely taken up with recording the continued steady progress of the eight EFTA countries in clearing away the barriers to their mutual trade, and in developing this trade. But it also shows their continuing efforts to achieve EFTA's long-term objective of a single market embracing the whole of Western Europe.

Internal activities

Less than four months now remain until the final abolition, three years ahead of the original schedule, of protective tariffs and quotas on virtually all manufactured products traded between the EFTA countries. During the year covered by the Report, tariffs were brought down by a further 10 per cent to just 20 per cent of their 1960 level. This continued progress in removing trade barriers was reflected in trade itself: as the Report points out, trade between the eight EFTA countries has now approximately doubled since 1959, and has even increased by 150 per cent between the four Nordic countries of EFTA.

With the removal of tariffs and quotas, non-tariff barriers to trade might well become more important than before. The reduction of these barriers was therefore central to the work of EFTA during the year. Agreed interpretations of the provisions of the Stockholm Convention regarding the right of establishment by EFTA nationals in other EFTA countries and on the action to be taken, if necessary, against restrictive business practices were reached by the EFTA Ministers; and work was carried forward also on the other 'Rules of Competition'.

Renewed attention was given to the development of trade in agricultural goods, a field in which EFTA's objective is to provide reasonable reciprocity to those member states whose economies depend to a great extent on exports of these goods. As the Report points out, 'the attainment of the objective is felt by those countries to be of growing importance as EFTA trade in industrial products is increasingly freed from restrictions of all kinds'. At their meeting in Bergen in May 1966, the EFTA Ministers agreed to invite countries to engage in bilateral talks aimed at a further reduction or removal of barriers to trade in agricultural goods.

The year saw important developments in EFTA's institutional structure. Among these were the first meetings of the new Economic Committee, and the agreement by the EFTA Ministers to a proposal to set up an Economic and Social Sub-Committee which, reporting to the EFTA Consultative Committee, will concern itself with economic and social problems that may arise from structural or other changes brought about by the process of integration in the EFTA market.

The objective of a single European Market

This progress toward the achievement of the free trade area among the eight EFTA countries was, through no fault of EFTA's members, not matched by a similar advance toward EFTA's further objective of a single European market. This aim remained, however, the major concern of the EFTA Ministers at their meetings during the year, and at Bergen in May 1966, as the Report records, the Ministers 'reiterated their conviction that a wider integration of the European economies would benefit Europe and the world and pledged their governments to pursue by all available means the objective of such an integration'. They agreed that their governments would keep each other fully informed of their individual efforts to this end and would remain in close consultation at all stages.

Despite the slow progress of the Kennedy Round in the year, the interest of the EFTA countries in a successful outcome remained as strong as ever.

Economic developments in EFTA

As usual, the Report reviews major economic developments and problems in each of the EFTA countries, and describes developments in their trade with one another and with the rest of the world.

Trade between the EFTA countries, the Report shows, has now doubled since the Association was brought into being. 'Trade between the EFTA countries has increased by an average of nearly 12 per cent a year since 1959, compared with the annual rate of 5.6 per cent which prevailed in the six years before 1959. Intra-EFTA trade has also increased more rapidly than trade with countries outside the Association. EFTA trade with the EEC, for example, has grown at about 10 per cent a year, or roughly at the same rate as before the Association was formed. EFTA trade with the rest of the world has increased by an average of about 6 per cent a year, which also means twice as fast as before 1959. The Report points out that all the EFTA countries have participated, to a greater or lesser extent, in the rapid expansion of trade with their partners.

Copies of the Sixth Annual Report may be obtained free of charge from the EFTA Information Centre, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2479/2480).

EFTA trade in the first half of 1966

INTRA-EFTA TRADE (measured by imports) in the first half of 1966 showed an increase of 9.5 per cent over the first six months of 1965, reports the EFTA Secretariat in Geneva. This compares with an increase in total EFTA exports in the same period of 7.8 per cent.

EFTA-EEC trade

EFTA imports from the EEC in the first half of 1966 were 7 per cent up on the same period last year. Austria and the United Kingdom recorded large increases of 15.8 per cent and 18.3 per cent respectively, while Denmark and Finland imported less than in 1965.

All the EFTA countries increased their exports to the EEC, with the three most industrialized countries, Sweden (+9.7 per cent), Switzerland (+9.3 per cent) and the United Kingdom (+8.8 per cent) all recording larger increases than the EFTA average of 8 per cent. Total EFTA exports to the EEC were valued at $643 million per month.

EFTA-United States trade

Figures for the first six months' trade with the United States are still strongly influenced by the American dock strike in the first quarter of 1965, and consequently EFTA's trade with the United States shows extremely large increases over 1965 (with the exception of Finnish imports which in fact fell by 2.5 per cent). EFTA's imports, at $303 million per month, were 13.3 per cent up on the first six months of 1965. Exports, at $242 million per month, were 29.0 per cent higher.

Trade between the EFTA countries

The general increase of 9.5 per cent in intra-EFTA imports in the first half of 1966 conceals wide divergences in trade trends between individual EFTA countries. United Kingdom imports from its EFTA partners, however, increased by exactly the average figure. An important factor influencing trade in the EFTA area during this period was the very severe winter in Scandinavia. The freezing of the Baltic caused a near-standstill in some sectors of trade during the first quarter of 1966. Trade with Finland suffered particularly severely. Intra-Scandinavian trade overall increased by only 3.9 per cent, a small increase compared to that of recent years. To a large extent this reduced increase was due to a fall of 9.7 per cent in Norway's imports from the other Scandinavian countries. Norway's six months' imports from both Sweden and Denmark fell and in both cases this was the result of a decline in trade in ships; excluding this trade, imports from both countries rose by 5 per cent.

All countries increased their intra-EFTA exports to give an overall percentage increase of 8.9 per cent to $608.1 million per month.

EFTA's trade with the rest of the world

The United Kingdom imports and exports from the rest of the world both increased by only 0.3 per cent. Because of the relative importance of the United Kingdom share of EFTA's trade with the rest of the world, this meant that total EFTA imports increased by only 2.1 per cent (to $1,098 million per month), and exports by 2.6 per cent (to $930 million per month).

United Kingdom trade in August

EXPORTS INCREASED sharply last month as goods held up by the seamen's strike were shipped, but the distortions caused by the strike continue to obscure the underlying trend. Imports were still swollen by arrivals delayed by the strike. There was a marked reduction in the trade deficit.

Trade balance

The trade deficit in August was £15 million, seasonally adjusted, a sharp improvement over the figures of the two previous months. In the first eight months of this year it averaged £31 million a month, compared with an average of £26 milion a month in the corresponding months last year.

Exports

Exports in August continued to recover strongly from the low June figure and totalled £440 million, seasonally adjusted. This is well above the pre-strike level and clearly includes some shipments delayed by the seamen's strike; more will probably continue to be made good in the next month or two. The distortions caused by the strike make it impossible to assess the recent underlying trend of exports. In the first eight months of this year, including the period of the strike, exports averaged £409 million a month, or 5½ per cent more than for the corresponding months of last year.

Almost all the major commodity groups of exports rose last month or maintained the higher level reached in July. Exports to most areas also increased further; Western and Eastern Europe were the important exceptions, reflecting, perhaps, changes in normal shipping schedules caused by the strike.

(*Continued on page* 753)

United Kingdom Trade

Table 1 (a)

Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade balance
1964	368	475	13	—45
1965	394	480	14	—23
1964 1st quarter	366	469	12	—41
2nd quarter	365	477	13	—45
3rd quarter	363	475	14	—51
4th quarter	376	478	13	—43
1965 1st quarter	383	458	13	—14
2nd quarter	381	485	13	—40
3rd quarter	399	489	15	—26
4th quarter	410	490	16	—13
1966 1st quarter	414	507	16	—26
2nd quarter	394	495	16	—36
January	396	506	16	—48
February	432	508	17	— 8
March	415	507	15	—24
April	415	502	16	—21
May	422	520	17	—30
June	345	466	15	—57
July	408†	527†	14	—49*†
August*	440	526	17	—15*
March-May	417	510	16	—25
June-August*	398	506	15	—40*

* Provisional estimates.
† Revised estimates.

Table 1 (b)

Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1964 1st quarter	371·4	477·7	12·8
2nd quarter	377·5	480·8	13·1
3rd quarter	338·7	460·4	12·0
4th quarter	382·9	479·7	13·3
1965 1st quarter	374·0	464·9	13·6
2nd quarter	401·7	487·0	14·0
3rd quarter	380·6	476·1	14·0
4th quarter	418·3	493·1	15·9
1966 1st quarter	422·2	514·9	16·9
2nd quarter	399·4	498·0	16·3
January	378·0	524·4	14·8
February	412·7	472·0	15·6
March	476·4	549·1	20·3
April	384·5	496·0	15·5
May	440·7	508·2	17·3
June	373·6	493·7	15·6
July	397·8†	517·6†	12·6
August*	403·8	493·6	15·2

* Provisional estimates.
† Revised estimates.

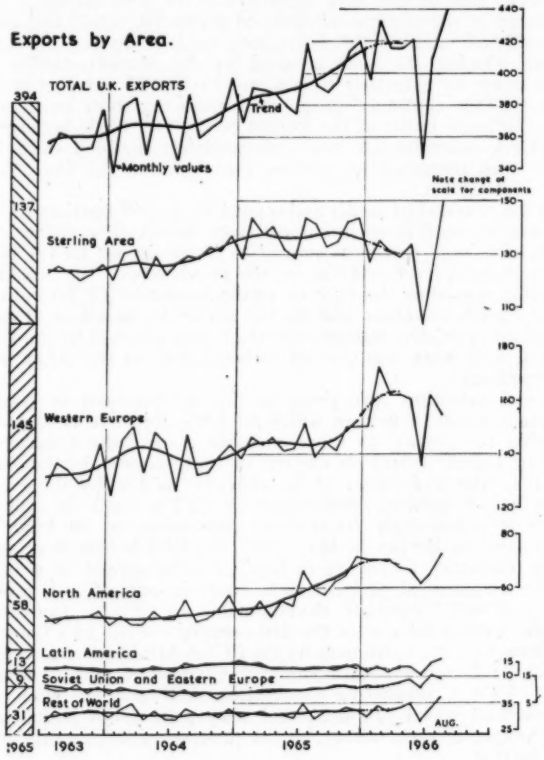
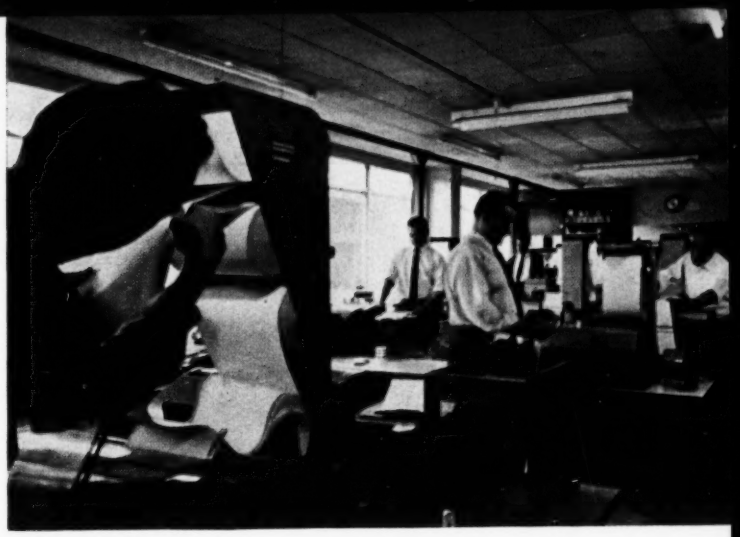


Table 2. United Kingdom exports: areas†

Seasonally adjusted £ million f.o.b. monthly averages or calendar months.

	Sterling Area	Western Europe			North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
		Total	EEC	EFTA					
1965 Year	137	145	75	56	58	13	9	31	394
2nd quarter	133	143	75	55	53	12	9	30	381
3rd quarter	138	145	75	55	61	13	10	32	399
4th quarter	140	148	78	56	66	13	10	33	410
1966 1st quarter	130	162	83	63	70	12	11	32	414
2nd quarter	121	152	76	59	65	12	12	33	394
May	133	160	80	63	67	13	13	35	422
June	103	134	68	52	61	10	10	28	345
July	123	162	80	65	64	14	14	32	408
August*	149	154	75	60	72	15	13	37	440
March-May	131	162	80	64	68	12	12	33	417
June-August*	125	150	74	59	66	13	12	32	398

* Provisional estimates.
† From January 1966, Rhodesia has been excluded from the sterling area figures and included with the 'rest of the world.'



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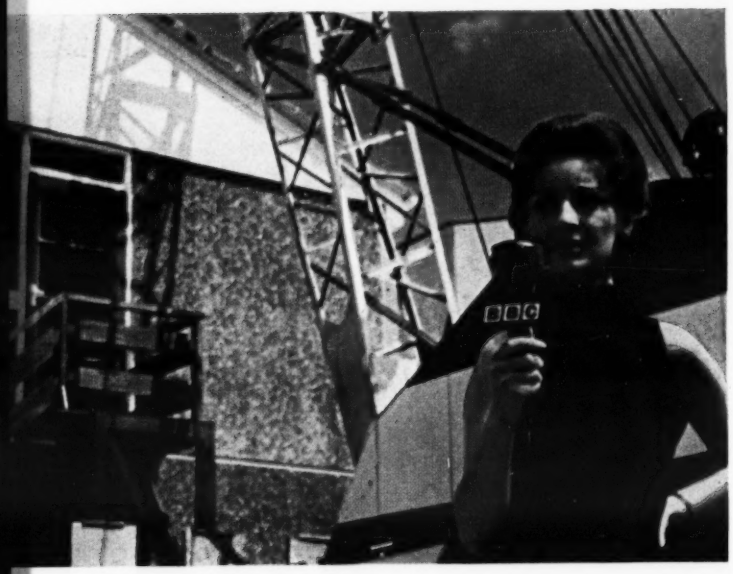
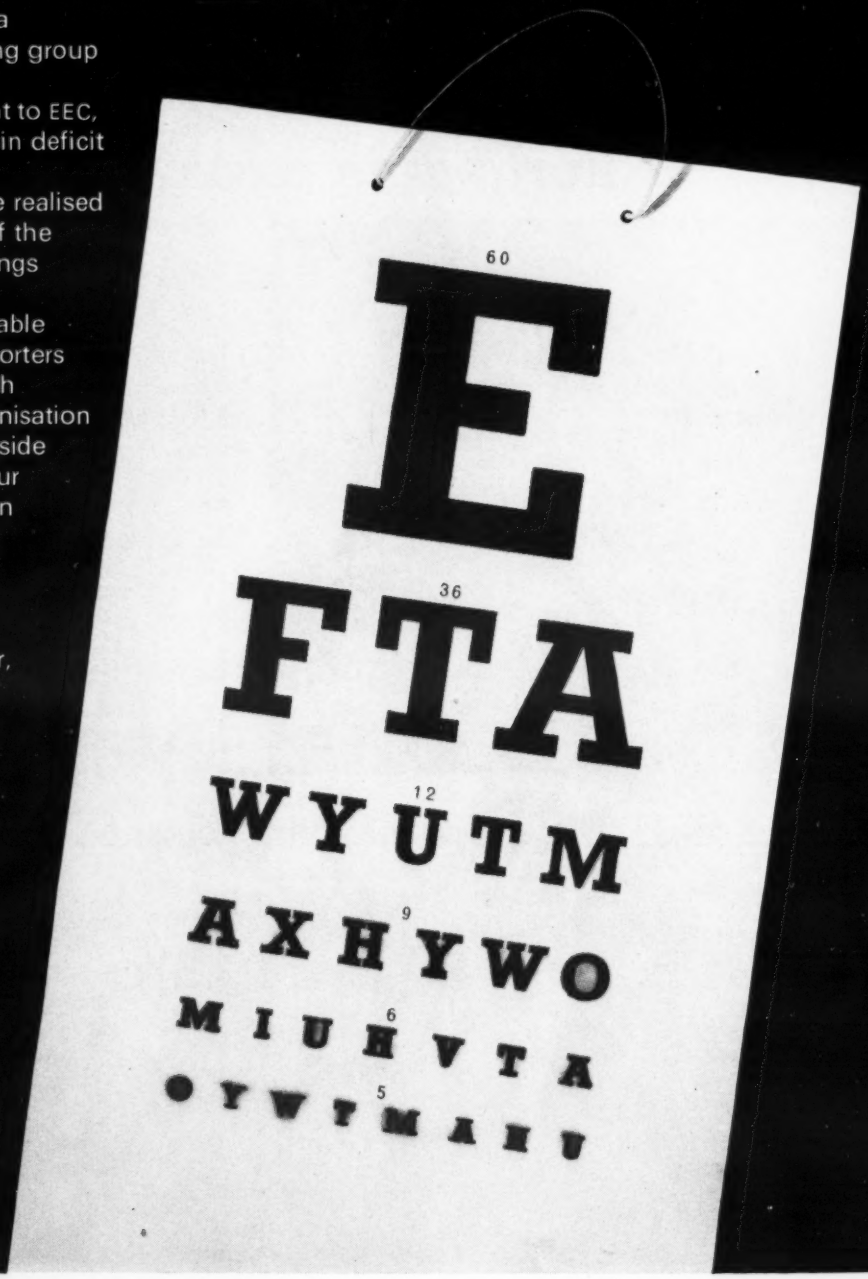


Board of Trade Journal Supplement 23 September, 1966

The LPE Reporter brings EFTA into sharp focus

The EFTA market is 10% richer (per capita) than EEC. EFTA, with some 3% of the world's population, imports 17.6% of world commodity imports and exports 14.6% of world exports.
On a population basis EFTA is a considerably more active trading group than USA, EEC, or Japan.
The EFTA market is so important to EEC, that the Community would be in deficit without it.
Those are just some of the little realised facts that our recent number of the *LPE Reporter*, 'Inside EFTA' brings into sharp focus.
EFTA is stronger and more capable of development than most exporters are aware. As the largest British advertising and marketing organisation in Europe we hope that this inside information will be useful to our clients and to all businessmen in both camps of Europe, EEC as well as EFTA.
To obtain copies of the LPE Reporter 'Inside EFTA', write to the Managing Director, LPE (Europe) Ltd, at the address below.



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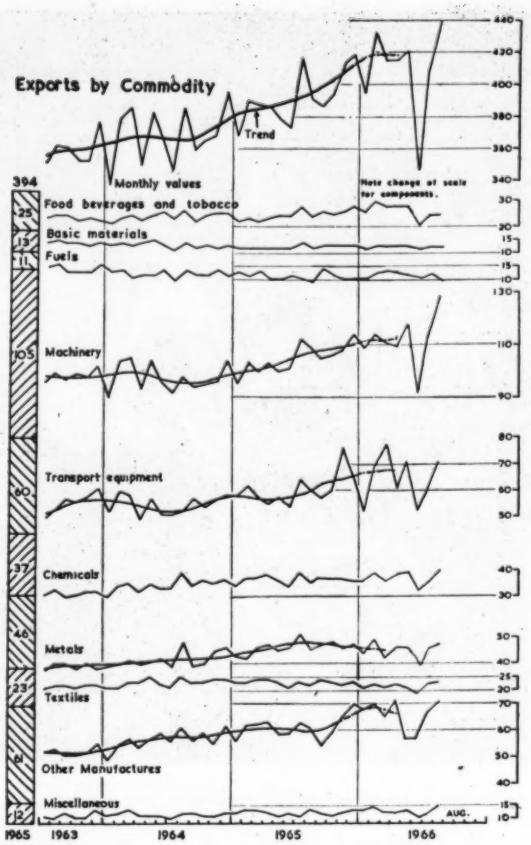

Imports

Imports in August, valued at £526 million, seasonally adjusted, remained at almost the same level as in July after the recovery from the very low figure in June. The total for both July and August included some imports delayed by the seamen's strike; and arrivals, especially in British ships, are likely to be affected for some time. In the first eight months of this year imports averaged £507 million a month, about 6½ per cent more than the average in the corresponding months of 1965.

In the commodity pattern of imports the shortfall in June seems to have been largely made good in most categories except finished manufactures. In the area analysis imports from manufacturing countries in Western Europe and North America appear not to have made good the shortfall in June.

Notes:

(a) **Trade balance**

The figures for the trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example, in allowance for goods not covered by the trade accounts.

(b) Detailed particulars of United Kingdom imports, exports and re-exports will be published on September 27*, and further analysis of the figures will be found in the form of tables in the *Monthly Report on Overseas Trade* for October†, due to be published on or about October 28.

* Accounts relating to the Overseas Trade of the United Kingdom, August 1966. HMSO. Price 30s., by post 31s.

† Report on Overseas Trade, published by HMSO. Price 4s., by post 4s. 5d. Annual subscription £2 14s., including postage.

(*Tables continued on following pages*)

Table 3. United Kingdom Exports: Commodity classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months.

	Food, beverages and tobacco	Basic materials	Fuels	Manufactures									Miscellaneous	Total
				Total	Machinery and transport equipment				Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures		
					Total	Machinery	Road motor-vehicles	Other transport equipment						
1965 Year	25	13	11	333	165	105	47	13	37	46	23	61	12	394
2nd quarter	24	12	11	323	157	101	46	10	36	46	23	60	12	381
3rd quarter	26	13	11	337	169	109	47	12	37	48	23	59	13	399
4th quarter	26	13	11	347	177	110	49	19	37	47	23	64	12	410
1966 1st quarter	28	13	12	348	177	111	47	20	37	45	21	68	13	414
2nd quarter	26	13	11	332	169	107	46	16	37	44	21	62	12	394
May	28	13	11	355	189	119	52	20	40	46	21	57	13	422
June	21	12	10	294	144	92	38	15	33	39	19	57	10	345
July	25	13	12	348	175	115	49	12	37	46	23	67	12	408
August*	25	13	9	381	198	128	57	13	41	47	23	71	15	440
March-May	28	13	12	350	182	113	48	22	38	45	21	64	12	417
June-August*	24	13	10	341	172	112	48	14	37	44	22	65	12	398

* Provisional estimates.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance.*

Price 7s. 6d. (*by post* 8s. 4d.) Annual Subscription £5 including postage and a copy of the Definitions of items and units employed in the Digest.

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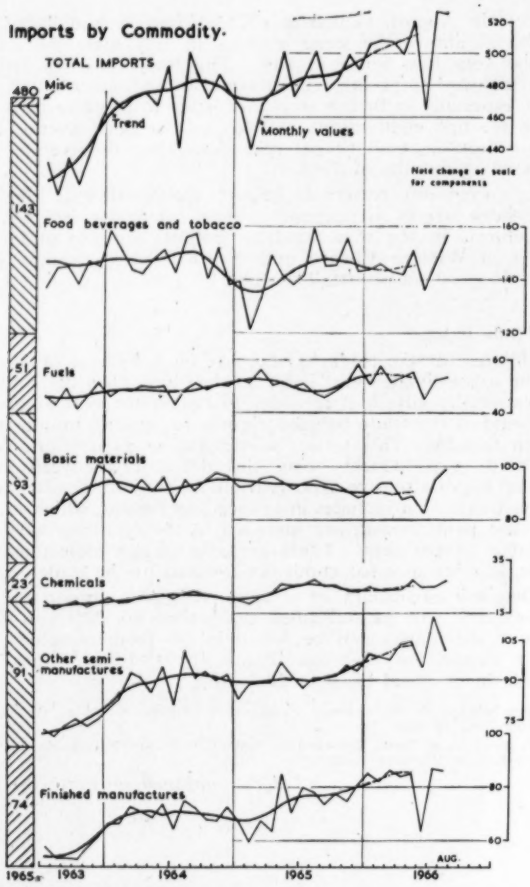
HMSO



A computer from English Electric Leo Marconi's 'third generation' System 4 range has been ordered by South Africa's largest mining group, Anglo-American Corporation. Worth over £¼ million, the computer will be installed in the Western Deep Levels mine, near Carletonville, which is one of the world's biggest gold mines. It will replace an existing computer and will supply a comprehensive bureau service for this and two other gold mines operated by the group on the West Rand–Vaal Reefs and Western Reefs mines near Klerksdorp.

Table 4. Imports: Commodity classes

Seasonally adjusted £ million c.i.f. monthly averages or calendar months.

	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures	Miscellaneous	Total
			Total	Basic Materials	Chemicals	Other semi-manufactures			
1965 Year	143	51	207	93	24	91	74	6	480
2nd quarter	144	51	211	94	25	92	73	6	485
3rd quarter	149	48	210	94	26	90	77	6	489
4th quarter	148	52	208	91	24	94	78	6	490
1966 1st quarter	145	54	216	92	24	99	84	8	507
2nd quarter	143	52	213	86	26	102	82	6	495
May	151	56	223	89	28	106	85	6	520
June	136	46	204	83	25	95	74	6	466
July	146	52	235	95	26	114	87	6	527
August*	157	54	227	99	27	101	86	6	526
March-May	145	54	218	90	25	103	86	7	510
June-August*	146	51	222	92	26	104	83	6	506

* Provisional estimates.

Customs and Excise Tariff

Of The United Kingdom of Great Britain and Northern Ireland

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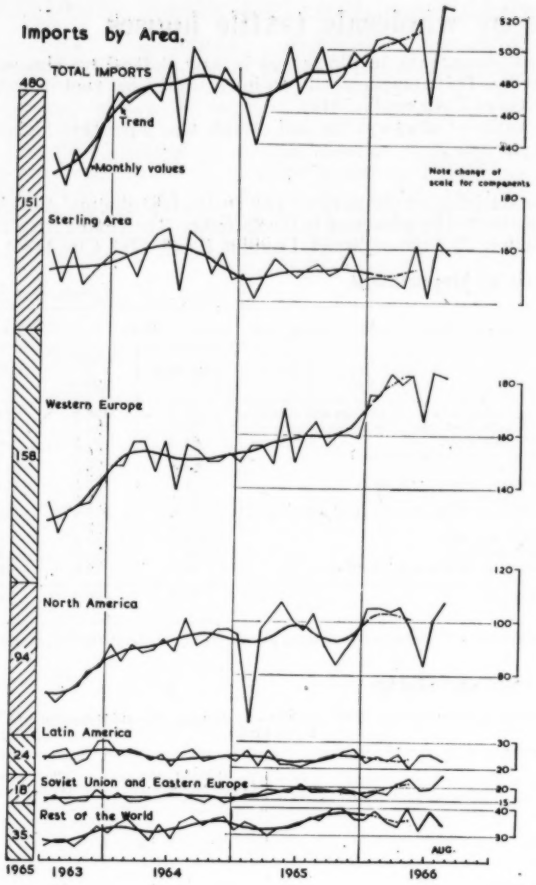


Table 5. Imports: areas†

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Sterling Area	Western Europe	North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
1965 Year	151	158	94	24	18	35	480
2nd quarter	153	157	103	24	19	32	485
3rd quarter	152	160	97	22	19	36	489
4th quarter	152	160	91	26	18	39	490
1966 1st quarter	149	178	105	23	17	37	507
2nd quarter	149	176	95	23	21	35	495
May	162	182	97	20	23	40	520
June	142	164	83	25	19	32	466
July	163	182	101	25	19	38	527
August*	158	181	106	22	24	34	526
March-May	152	182	102	23	20	36	510
June-August*	154	176	97	24	21	35	506

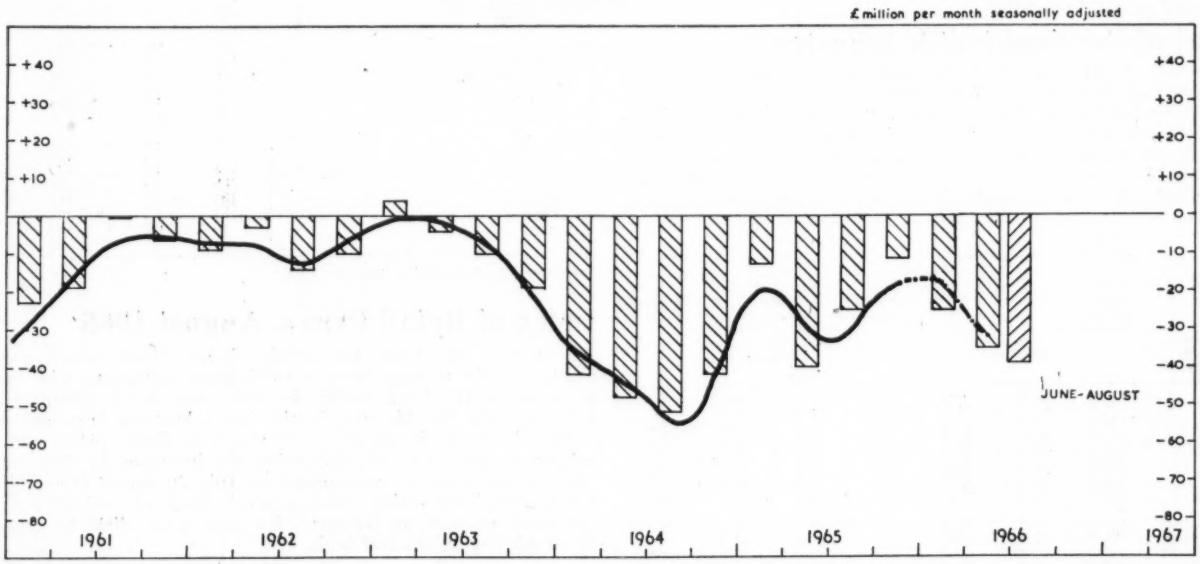
* Provisional estimates.
† From January 1966, Rhodesia has been excluded from the sterling area figures and included with the 'rest of the world.'

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368 or Telex No. 25977).

THE TRADE BALANCE



NOTE: The level of the trend line for each month takes into account figures for the seven months before and after that month (For the period before the monthly series begins quarterly figures have been used) A provisional trend for the first four of the last seven months is shown by a broken line.

CATALOGUES OF GOVERNMENT PUBLICATIONS

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Production in the cotton industry

THE VOLUME of production, which includes the processing of continuous filament yarns of man-made fibres, in the cotton industry in July was at about the same level as in July 1965.

Statistics issued by the Cotton Board show that in the period January-July the amount of cloth woven was 4 per cent less than in the same months of 1965; production of single yarn and the amount of yarn doubled were both 6 per cent less.

Production in the cotton industry

(all figures are weekly averages)

	Single yarn (a)		Double yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (b)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (c)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yds.	
1958†	11·91	2·86	3·07	1·32	..	27·0	11·3
1959	11·66	2·92	3·18	1·49	..	24·7	11·4
1960	11·46	2·98	3·30	1·66	..	24·9	11·9
1961	10·66	2·55	2·82	1·52	..	23·8	11·7
1962	9·46	2·30	2·50	1·64	..	20·1	10·9
1963	9·40	2·44	2·53	2·06	..	19·5	10·8
1964†	9·58	2·76	2·57	2·26	0·77	19·5	11·5
1965	9·32	2·74	2·53	2·31	0·91	19·5	12·0
1965 July	7·90	2·20	2·25	2·15	0·68	12·3	8·5
August	9·55	2·78	2·33	2·25	0·76	20·3	12·0
September*	9·03	2·54	2·45	2·31	0·98	19·2	11·9
October	10·02	2·78	2·65	2·51	1·11	20·8	13·0
November	9·84	2·74	2·67	2·45	1·18	20·6	13·1
December*	8·58	2·42	2·28	2·14	1·11	17·6	11·4
1966 January	9·38	2·73	2·42	2·39	1·15	19·1	13·1
February	9·35	2·80	2·52	2·31	1·14	19·2	12·9
March*	9·53	2·87	2·55	2·37	1·17	19·6	13·2
April	8·64	2·52	2·31	2·15	1·19	18·4	11·9
May	9·72	2·93	2·60	2·48	1·25	20·0	13·2
June*	7·19	2·31	2·09	1·90	1·07	18·2	12·0
July	7·64	2·18	2·13	2·06	1·04	11·2	8·5

(a) Spun in the cotton industry. (b) Including yarns wholly of cotton and of cotton waste, cotton yarns spun on condenser system and mixture yarns of cotton and cotton waste. (c) Deliveries.
*Average of 5 weeks. †53-week period.

Output of the wool textile industry

THE VOLUME of production in the wool textile industry in July was 3 per cent less than in July 1965.

Figures issued by the Wool Industry Bureau of Statistics show that, when allowance is made for the length of the working month, the rates of deliveries of worsted yarn and woven fabrics (excluding blankets) were 1 and 7 per cent less respectively than in July 1965. The rate of production of tops was 8 per cent less.

	Consumption	Production		Deliveries			
	Raw wool (clean weight)	Tops (a)	Woollen yarn (b)	Worsted yarn	Woven fabrics (excluding blankets) (c)		Blankets (b)
					Woollen	Worsted	
Quarterly average	Million lb.				Million sq.yds.		
1958.	111·1	74·2	72·0	51·6	48·7	38·5	7·1
1959.	127·3	87·1	78·3	58·0	51·6	39·7	7·7
1960.	120·3	79·8	75·8	61·2	49·4	42·4	7·8
1961.	118·0	80·0	70·3	61·6	45·8	42·4	8·4
1962.	112·1	73·7	72·5	57·3	43·9	38·1	8·2
1963.	114·5	76·0	78·3	59·9	44·2	37·2	8·8
1964.	104·6	66·3	81·5	58·3	44·3	37·1	8·2
1965.	100·7	61·9	80·4	56·9	43·8	36·9	8·2
1965 1st quarter	103·4	63·5	84·5	58·7	41·1	39·6	8·3
2nd quarter	102·5	62·9	82·8	55·9	43·2	35·3	6·7
3rd quarter	92·2	57·9	70·9	53·1	45·0	33·9	8·0
4th quarter	104·6	63·3	83·6	59·9	46·0	38·8	9·8
1966 1st quarter	104·9	63·4	83·7	59·8	41·9	37·8	8·1
2nd quarter	102·1	60·1	81·8	57·1	42·4	31·7	6·3
1965 May	35·6	22·4	28·4	19·4	15·0	12·5	2·1
June	32·9	20·1	27·1	18·7	15·3	11·3	2·3
July	31·7	21·0	24·1	17·2	16·6	11·5	2·4
1966 May	33·6	19·7	27·2	18·7	14·4	11·1	1·9
June	36·8	21·8	29·2	20·4	16·0	11·2	2·4
July	29·6	18·4	23·4	16·1	14·5	10·3	1·9

(a) Including hair. (b) Estimated. (c) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in July showed no change on a year earlier. This compares with an increase of 1 per cent in June and a decrease of 2 per cent in May.

The value of stocks at the end of July was 3 per cent higher than a year earlier.

Notes:

These statistics are prepared by The Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4. (Tel. City 4444).

Analysis by Department

	Sales		Stocks (b)
	July 1966	January 1 to July 31	July 1966
Women's knitted outerwear, blouses and skirts	137·7	108·8	110·4
Women's coats, costumes, furs and raincoats	96·9	101·3	119·5
Women's underwear	87·2	93·8	91·4
Women's hose and children's socks	98·9	96·9	70·3
Women's millinery	97·8	92·0	113·4
Haberdashery, ribbons and wool	98·5	100·6	111·6
Children's wear	97·1	98·0	104·3
Men's and boys' shirts, pyjamas and outfitting	105·6	105·9	108·2
Gloves	99·6	98·0	72·3
Piece-goods and nets	103·2	99·3	99·4
Household textiles	90·3	96·4	94·0
Floor-covering, furniture and hardware	96·7	98·9	106·4
Grand total (a)	99·9	99·5	102·7

Notes: (a) Including some items not included among the sub-headings. (b) Values at cost.

Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of sales (Total Home Trade)		Value of Stock (at end period) (b)	
		%		%
1964 Year	112	+4	..	..
1965 Year	113	+1	..	..
1965 3rd quarter	113	+2	149	—2
4th quarter	138	Nil	118	—5
1966 1st quarter	100	+2	146	—3
2nd quarter	100	—3	137	Nil
1965 July	79	Nil	143	+1
August	102	+4	154	—1
September	158	+1	149	—2
October	148	—5	135	Nil
November	141	+3	131	—2
December	125	+3	118	—5
1966 January	71	+4	124	—4
February	92	+2	142	—4
March	138	+1	146	—3
April	104	—7	140	—2
May	103	—2	143	—1
June	93	+1	137	Nil
July	79	Nil	147	+3

Percentage of corresponding values for 1965.

Index of Retail Prices, August 1966

AT AUGUST 16, 1966, the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 117.3, compared with 116.6 at July 19. The rise in the index between July and August reflects increases in the prices of alcoholic drink, petrol and goods subject to purchase tax, following the increases in duties and in rates of purchase tax announced on July 20. Apart from this price levels remained stable. The general level of prices for food remained unchanged; increases for eggs were offset by reductions for fresh vegetables and fruit.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

Orders in the textile and clothing industries

THE VOLUME of orders-on-hand in the textile and clothing industries at the end of July was 4 per cent less than at the end of June. The rate of receipt of net new orders in July was 13 per cent less than in July last year; the rate of deliveries was 1 per cent less.

The varying incidence of annual summer holidays may, of course, affect the figures for a single month and they should be interpreted with caution. Changes in the monthly rate of receipt of orders, for example, should not by themselves be taken to imply similar sharp changes in production; they may lead to changes in the length of order books or the level of stocks.

Textile and clothing industries (a)

Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)	Net new orders (*c*)	Deliveries (*c*)
	April 1959 = 100	average 1959 deliveries = 100	average 1959 deliveries = 100
1960	136	103	103
1961	104	91	99
1962	100	92	93
1963	117	100	95
1964	124	99	98
1965	121	98	99
1965 1st quarter	121	97	99
2nd quarter	127	102	97
3rd quarter	117	87	95
4th quarter	121	107	103
1966 1st quarter	122	100	101
2nd quarter*	127	101	97
1965 May	124	103	102
June	127	102	93
July	126	88	90
1966 May*	127	112	100
June*	127	96	95
July*	123	77	90

(*a*) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibre industries.
(*b*) At constant (average 1958) prices.
(*c*) These indices have been adjusted to allow for differences in the length of calendar months but not for holidays or for any other seasonal variations.
*Provisional.

Retailers' stocks in July

STOCKS HELD by retailers at the end of July were 7 per cent higher than the corresponding period last year, the same increase as at the end of the first quarter of 1966, and compared with an increase of 9 per cent at the end of the second quarter.

In volume terms, retailers' stocks were 4 per cent higher than a year earlier.

Estimate of changes in total retail stocks

(At cost at end of month). Index numbers (end 1960 = 100) and percentage changes in a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1960	94	99	102	103	105	104	99	98	102	109	113	107
1961	98	102	107	109	110	111	108	107	110	117	122	106
1962	103	106	112	113	116	112	110	110	112	121	127	111
1963	106	109	116	117	119	116	113	113	114	125	134	117
1964	115	117	123	125	125	124	118	122	125	133	143	126
1965	121	124	133	134	136	133	129	133	134	142	152	134
1966	130	132	143	142	146	145	137					
1961	+5	+4	+4	+5	+5	+6	+8	+9	+7	+7	+8	+6
1962	+5	+3	+5	+4	+5	+1	+3	+3	+2	+4	+5	+4
1963	+3	+3	+4	+3	+3	+3	+2	+3	+2	+4	+5	+6
1964	+9	+7	+5	+7	+5	+7	+4	+9	+9	+6	+6	+8
1965	+5	+6	+9	+8	+9	+8	+9	+8	+8	+7	+7	+7
1966	+7	+7	+7	+5	+7	+9	+7					
(b) At constant (Dec. 1960) prices												
1960	95	100	103	105	106	105	100	99	102	109	113	100
1961	98	102	106	107	109	109	106	104	107	113	118	103
1962	100	102	108	109	110	107	105	104	106	114	120	104
1963	100	103	110	110	112	110	107	106	108	118	126	110
1964	108	109	114	116	115	114	109	113	115	122	130	115
1965	110	112	121	121	123	120	116	120	120	128	137	120
1966	116	118	127	126	129	129	121					
1961	+3	+2	+2	+3	+2	+4	+6	+6	+4	+4	+4	+3
1962	+1	Nil	+2	+2	+2	—2	—2	—1	—1	+1	+2	+1
1963	+1	+1	+1	+1	+1	+3	+2	+3	+2	+3	+5	+5
1964	+8	+6	+4	+5	+3	+4	+2	+6	+6	+4	+3	+4
1965	+2	+3	+6	+5	+7	+5	+7	+6	+5	+4	+5	+5
1966	+6	+5	+5	+4	+5	+7	+4					

(A description of the basis and construction of the retail sales estimates, which also applies to this series, was given in the *Board of Trade Journal* of February 12, 1965.)

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, September 16, 1966.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Carribean Carousel	Br/E 31627	24	September 12	United Artists Corp. Ltd.	Harold Baim Motion Picture Productions Ltd.
Sudden Summer	Br/E 31629	29	September 12	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Look at Life Series 31:					
City of all Nations	Br/E 31630	9	September 12	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
School for Skymen	Br/E 31631	9	September 12	" "	" "
The Fighting Prince of Donegal	Br/E 31632	104	September 13	Walt Disney Productions Ltd.	Walt Disney Productions Ltd.
Pathe Pictorial Series 612-624:					
Pathe Pictorial No. 612	Br/E 31639	8	September 15	Warner-Pathe Distributors Ltd.	Associated British Pathe Ltd.
Pathe Pictorial No. 613	Br/E 31640	8	September 15	" "	" "
Pathe Pictorial No. 614	Br/E 31641	8	September 15	" "	" "
Movietone News 1944	Br/E 31351	8	September 16	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1944A	Br/E 31352	10	September 16	" "	" "
Pathe News 66-73	Br/E 31420	7	September 16	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 66-74	Br/E 31421	7	September 16	" "	" "
FOREIGN					
The Chase	F 31628	122	September 12	Columbia Pictures Corp. Ltd.	Lone Star Pictures Corp.
An Orchid for the Tiger	F 31633	82	September 13	Ranworth Film Services Ltd.	Progefi, Paris; Dino Di Laurentiis, Rome, and Francisco Balcazar, Barcelona.
Guns for the Dictator	F 31634	89	September 14	D.U.K. Films Ltd.	Intermedia Films, Paris; T. C. Productions, Paris; Vides-Cinematographique, Rome, and Agata Film, Madrid.
Let's Laugh	F 31635	50	September 14	" "	D.U.K. Films, Ltd.
Bugs Bunny Show No. 5	F 31636	38	September 15	Warner-Pathe Distributors Ltd.	Warner Brothers Pictures, Inc.
Muchos Locos	F 31637	7	September 15	" "	" "
Hairied and Hurried	F 31638	7	September 15	" "	" "
The War is Over (La Guerre est Finie)	F 31642	121	September 15	Gala Film Distributors Ltd.	Sofracima, Paris, and Europa Film, Stockholm
The Sleeping Car Murder	F 31643	92	September 15	" "	P.E.C.F. Boulogne-Sur-Seine, Paris.
California Holiday	F 31644	93	September 16	Metro-Goldwyn-Mayer Pictures Ltd.	Euterpe Inc.
Bad Day at Cat Rock	F 31645	6	September 16	" " "	Metro-Goldwyn-Mayer Inc.
Hercules, Samson and Ulysses	F 31646	85	September 16	" "	Joseph Fryd, Rome.
The Inheritance	F 31647	60	September 16	Amanda Films Ltd.	Harold Mayer Productions Inc.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876 Ext. 6147).

Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).

Annual report on Bankruptcy and Deeds of Arrangement

THE ANNUAL Report on Bankruptcy for 1965, which was published on September 21, shows that in 1965 there were administered in England and Wales 3,404 receiving orders and administration orders, an increase of 45 compared with 1964.

The principal groups of trades and occupations affected were builders, directors and promoters of companies, grocery and provision retailers, farmers, restaurant and snack bar proprietors, road haulage contractors, hotel keepers and publicans, clothing and drapery retailers, and painters and decorators. These nine groups accounted for 1,319 failures.

The number of estates in which official and non-official trustees were released in 1965 totalled 3,724 as compared with 4,163 in 1964 and 2,398 in 1963. Details are given in the Report of the final financial results of their administration.

The Report also contains details of the result of 846 debtors' applications for discharge dealt with during the year (809 in 1964); of the 185 prosecutions concluded in respect of bankruptcy and other offences reported by the Official Receivers (158 in 1964); of the 206 deeds of arrangement registered in 1965 (214 in 1964) and of the 207 deeds of arrangement in respect of which final accounts were rendered (233 in 1964).

Copies of the *Bankruptcy General Annual Report for the Year* 1965 are obtainable, price 4s., from HMSO, 49 High Holborn, London, W.C.1 and branches (by post 4s. 3d. from HMSO, PO Box 569, London, S.E.1.)

United Kingdom balance of payments 1966

DETAILED ESTIMATES of the United Kingdom balance of payments for the years 1952-1965 are contained in 'United Kingdom Balance of Payments, 1966', prepared by the Central Statistical Office and published on September 7, (HMSO, 9s. 6d.). They show that the United Kingdom had a deficit on current and long term capital account of £319 million in 1965, which is £35 million less than the preliminary estimates issued in the spring and £442 million less than the deficit in 1964. The balance of monetary movements in 1965 was adverse by £232 million (following £734 million in 1964). There was therefore a positive balancing item of £87 million. The net effect of revisions to the figures for the years prior to 1965 is relatively small.

The publication, which is the fourth in an annual series supplementing the quarterly estimates issued in *Economic Trends*, also contains estimates of the balance of payments of the overseas sterling area, and of the sterling area as a whole, for the years 1958-1965.

National Income and Expenditure, 1966

THE NATIONAL INCOME Blue Book for 1966, prepared by the Central Statistical Office and published on September 14 (HMSO, price 7s.) gives details of the national income and expenditure for each of the 11 years 1954 to 1965. In addition the main summary tables (as far as possible on a consistent basis) also cover 1938 and all the post-war years.

Preliminary estimates for 1965 and estimates for the previous five years were published in a White Paper (Cmnd. 2966) last spring. More detailed balance of payments information has already been published in United Kingdom Balance of Payments 1966 (HMSO, price 9s. 6d.).

The 1966 Blue Book includes six additional tables:

(i) Three provisional input-output tables for 1963 (Tables 19 to 21). These and other relevant tables and a description of how they were compiled were given in the August 1963 issue of *Economic Trends*.

(ii) Net capital stock at current replacement cost by sector and type of asset (Table 66). These estimates are being published for the first time.

(iii) Transactions in financial assets of industrial and commercial companies and financial institutions other than banks (Tables 76 and 78). These tables complete the sector analysis of transactions in financial assets. Most of the figures have already been published in *Financial Statistics*.

New companies registered

BELOW ARE DETAILS of new companies registered in Great Britain during August 1966 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	—	1,570	1,570
£1,000 and under £10,000	—	565	565
£10,000 and under £50,000	—	91	91
£50,000 and under £100,000	—	12	12
£100,000 and under £1,000,000	—	6	6
£1,000,000 and above	1	1	2
Total number	1	2,245	2,246
Total amount of Nominal Capital	'000's £2,000	'000's £6,531	'000's £8,531

Companies Registered in Great Britain in 1965 and 1966

	1965		1966	
	Number	Nomnial Capital £'000's	Number	Nominal Capital £'000's
January	3,127	8,031	2,252	4,987
February	3,281	9,615	2,430	6,800
March	4,722	17,718	3,480	9,437
April	3,636	9,893	2,375	8,044
May	3,306	6,547	2,303	3,960
June	2,673	5,568	2,211	5,168
July	2,553	4,329	2,019	5,314
August	2,276	3,865	2,246	8,531
September	2,468	11,188		
October	2,573	4,948		
November	2,529	5,671		
December	2,702	14,968		
Total	35,846	102,341		

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1:

Monthly at £1 a year, post free:

Industrial Fork-lift and Works Trucks and Tractors for June 1966.
Motor Cycles, Three-wheel Vehicles, Pedal Cycles and Parts for June 1966.

Quarterly at 7s. 6d. a year, post free:

Hosiery and Other Knitted Goods for February-April 1966.
Manufactured Stationery and Allied Paper and Board Products for April-June 1966.
Perambulators, Bed Folders and Push Chairs for April-June 1966.
Soap and Synthetic Detergents for April-June 1966.

Six-monthly at 4s. 0d. a year, post free:

Organic Chemicals for January-June 1966.

Northern Ireland index of industrial production

THE PROVISIONAL index of industrial production for Northern Ireland for June 1966 prepared by the Ministry of Commerce is 145 (1958=100). This is 4 points lower than for May 1966, and 7 points higher than for June 1965.

The index numbers for the main industrial groups for June 1966, with the increase or decrease on June 1965, shown in brackets are textiles 145 (+14 points); clothing 128 (−6); engineering and metals 113 (+15); food, drink and tobacco 122 (−7); timber and furniture 148 (+16); other manufacturing industries 312 (+33); construction 158 (−15); gas, electricity and water 152 (+13).

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller Information is provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Exhibitions and Fairs

Success for British exhibitors at Cologne Hardware Fair

From the First Secretary (Commercial), British Embassy at Bonn

THE AUTUMN International Household Goods and Hardware Fair which took place in Cologne from September 9-11, was the second of a series of seven international events scheduled at Cologne between August 26 and October 25.

At each of these fairs or exhibitions catering for a large variety of consumer goods, the Board of Trade is collaborating with the appropriate British Trade Associations in staging what are now well known as joint ventures. The success or otherwise of these ventures turns partly on the quality and calibre of the participants and the way in which each plays his allotted role and partly on the price, quality and presentation (among other factors) of the goods on offer.

Britain has much to offer and the stage-setting and other inducements at Cologne are of a very high order indeed. The number of British firms who recognize this and come on joint ventures to Cologne with, admittedly, varying degrees of success is steadily increasing as is the number of exhibitors who come under their own arrangements.

Any scheme which involves a large group of participants is vulnerable and inevitably attracts both praise and criticism but the fact stands out a mile that in the past few years many of our exhibitors have established their names and their products in continental Europe in the teeth of the keenest competition and almost insuperable tariff barriers. One must admire their tenacity and rejoice with them in their success as for example at this fair at which 'Tudor Accessories' on the joint stand received orders for 1967 worth £100,000. 'Qualcast', an independent exhibitor, took an order worth DM 3 million (£267,000).

They were among the 41 British firms who attended the fair including six member firms of the Federation of British Horticultural Exporters, four member firms of the British Electrical and Allied Manufacturers' Association and seven members of the British Art Metal Exporters – all 17 under the aegis of the Board of Trade.

The writer talked to them all to ascertain their reasons for coming to the fair and to obtain their honest views and comments on the reward for their journey. Without exception they agreed that it had been educative. Two firms in one trade association came avowedly not to sell but to reconnoitre; they stated that they had done what they set out to do. Two other firms made sales as they had intended to do and here I quote, 'The fair has been wonderful; we have done better this time than last and there has been considerable German interest. We have appointed three distributors and are negotiating with a further six. We are extremely satisfied with this operation. Fifty of our products have been sold (£3,500) and we have been asked to quote for lots of 500 to three continental countries. A month ago we took an order for 800 machines from a wholesaler in one of the Benelux countries'.

Other firms or trade associations reported sales amounting to £10,000; £2,000; £1,200, but these figures do not reflect the real reward for the effort that went into the venture. One can only quote the exhibitors again as saying, 'This is only a foretaste of business to come – we didn't expect to set the Rhine on fire'. Firms producing the larger types of horticultural implements such as cultivators etc., were the recipients of serious inquiries.

Our sober and considered judgment of the situation at the end of the Hardware Fair is one of considerable optimism and everything we heard from the exhibitors themselves tends to confirm it.

The organizers of the fair reported satisfactory to good business at an event which industry and commerce viewed this year as placing the trade boom in the testing crucible. Despite a certain amount of caution on the part of buyers, the market proved surprisingly buoyant and the prospects for the larger and more important Spring Hardware Fair in 1967 seem favourable. The indications are that Britain will contribute an important share of the products on show and it is hoped and expected claim a fair share of the available business.

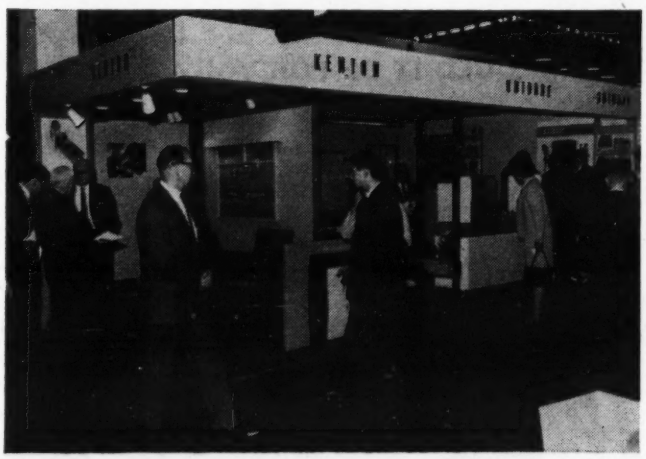
The Autumn Fair which closed on September 11 attracted 32,500 trade visitors from 47 countries to the stands of 1,425 exhibitors.

Satisfactory business at Swiss hardware show

THE 4th International Trade Fair for Hardware, Tools and Household Goods (Interferex 66) was held in Basle from September 4 to 6 in the halls of the Swiss Industries Fair. Eleven members of the Hardware Manufacturers Association and the Federation of British Hand Tool Manufacturers exhibited some of their products on a 'joint venture' stand sponsored by the Board of Trade. In addition, the Hardware Manufacturers Association manned an information stand, at which their representatives distributed literature about the products on offer and answered inquiries from trade visitors.

This exhibition is normally held every two years. The organizers decided, however, to follow the exhibition in 1965 with one in 1966 in order to establish a timetable which would not conflict with important exhibitions and trade fairs in other countries. Because only one year had elapsed since the last exhibition, the number of visitors to Interferex 66 was rather smaller than the number of visitors to Interferex 65. Nevertheless, several of the British firms participating in the joint venture received a sizeable number of orders and inquiries and at least two were able to enter into negotiations for the appointment of a local agent. Altogether, over 950 manufacturers from 25 countries exhibited at Interferex 66. They were joined by more than 25 trade journals, including the *Hardware Trade Journal* and the *Ironmonger*, both of London. The British joint venture stand occupied the same area (3,500 square feet) as a collective stand organized by the Austrian Federal Economic Chamber. The emphasis, therefore, was very much on trade within the European Free Trade Association, a point made by several of the speakers at a reception given by the organizers on the evening of September 5.

The Swiss hardware trade consists of some 30 wholesalers and over 800 retailers. Almost all these firms belong to the Swiss Association of Dealers in Hardware. The trade is doing a thriving business and imports on a considerable scale from foreign suppliers. The share of the import market enjoyed by British industry has recently tended to decline, but there is no reason why it should not now increase: Interferex offers newcomers an excellent way of entering the market and, for British firms which are already established, an ideal means of consolidating their position.



A view of the Cologne Hardware Fair, showing British manufacturers doing business. Unidare, the stand on the right, was again among the most successful exhibitors.

The Lord Mayor of Cologne, Herr Theodor Burauen, visited the International Hardware Fair, and is seen here (right) on the Horticultural Stand with Mr. V. J. Boxall, European Liaison Officer of the Federation of British Horticultural exporters.

YOU'RE WELCOME IN BOOMING BANGKOK AT THE

1ST ASIAN INTERNATIONAL TRADE FAIR

BANGKOK

17th NOV–10th DEC 1966

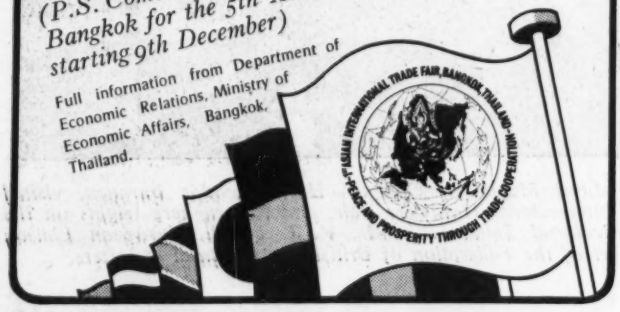
● INTERESTED IN NEW PRODUCTS ?
40 Governments and 3,000 Manufacturers will show their latest and best products.

● INTERESTED IN NEW MARKETS ?
More than half the world's population lives in Asia. The Fair is your gateway to this huge market.

● INTERESTED IN NEW INVESTMENTS ?
Representatives of Asian Governments will be attending the Fair to discuss investment opportunities with you.

(P.S. Combine business with pleasure—Stay on in Bangkok for the 5th Asian Games, starting 9th December)

Full information from Department of Economic Relations, Ministry of Economic Affairs, Bangkok, Thailand.



New Zealand wasn't too far away for its first traders

The *Kuraheupo*
An antiquarian's-eye-view of one of the 70-100 foot 'double canoes' used by the Maoris in their great trans-Pacific migration to N.Z. in 1350.

WHY SHOULD IT BE FOR YOU?

We have nearly 200 branches in New Zealand. They supply us with regular reports on local market conditions, on import and export needs. We know, or can find out for you, a lot of other things if you are thinking of doing business with—or just visiting—our country. Just ask us. Ask us, too, for our latest **Review of the Economic Situation in New Zealand.**

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Orders for £62½m. at Farnborough Air Show

ORDERS totalling over £62½ million were announced by Britain's Aerospace Industry at the 1966 Farnborough Exhibition and Flying Display—the 25th flying programme staged by the Society and described by the director, Sir Richard Smeeton, as 'a very successful show'.

Sales of 134 aircraft, the majority for export markets, were announced during the week. These included four BAC *One-Eleven* 400 *Series* worth £5½ million plus an option on two more for Channel Airways of Southend; the signing of an intent to buy 10 Hawker Siddeley 748s worth £5 million by Varig, the Brazilian national carrier; five Hawker Siddeley 125s worth £1½ million with two for delivery to customers in North America, one in Europe and two home sales (bringing total orders to date to 113 worth over £30 million); six *Concorde* supersonic airliners valued at £35 million for United Aircraft of America which brings total orders to 66; a £14 million deal for at least 100 of the new Handley Page 137 *Jetstream* business executive aircraft with CSE Aviation of Oxford; six Beagle *B.*206 executive aircraft and one *Husky* 4-seater worth £300,000, with the exception of one 206, all for export; and an unspecified number of Britten-Norman *Islander* aircraft. In addition, the Sperry Company announced an order worth £70,000 from Hawker Siddeley for compass systems to be fitted in the *P.*1127 V/STOL aircraft, and Specto, a subsidiary of Smiths Industries, announced that a new Ministry of Aviation contract to supply head-up displays for the *P.*1127 brings, with previous contracts, such orders to over £1 million.

Sir Richard summing up the success of the show, said that attendance on the final three public days had been very nearly up to the figures for the last display in 1964. Apart from welcoming 11,000 guests, the highest number ever, from 114 different countries and territories on the the trade days, the Society reported a total paid attendance at the turnstiles on the Friday of nearly 21,000, 74,000 on Saturday, and over 80,000 on the closing Sunday—175,000 over three days.

'The news from the static exhibition (where a record 320-plus companies had stands) is that they have had more serious business inquiries at Farnborough 1966 than they have ever had before and our visitors seem to have had more authority to speak on behalf of their firms', said Sir Richard. 'Nationally the Farnborough Display is a terrific magnet for commerce in this country. It is perhaps not sufficiently realised that a lot of people who come to this show come not only to talk about aircraft and matters affecting the Aerospace Industry but many have other divergent interests. This is good for this country and good for business. We can be sure that if there was no Farnborough, there would not be so much trade for Britain.'

Sir Richard disclosed that the British Aerospace Industry was hoping to put forward a substantial effort at the Paris Air Show next year. The Society had contacted its member firms on the subject and there had been a good response, he said.

The Society would be meeting soon to discuss the shape of the next Farnborough Air Show and Exhibition in 1968, and no decision on the possible inclusion of foreign aircraft could be taken until then. But it seemed likely that if the present policy was continued of permitting European aircraft to participate, provided they were powered by British engines, with a substantial proportion of British equipment, 1968 promised a vintage show—with the likely first appearance in this country of the supersonic *Concorde* airliner; the HS 801 maritime recce aircraft; the Anglo/French *Jaguar* strike trainer; and other possible newly-ordered military aircraft in the Service displays.

Mr. J. Douglas Hood (right) chairman of the National Wool Textile Export Corporation, with Mr. F. Rogalsky, winner of the Export Corporation's competition to find the best junior male model in Germany wearing British wool cloth. The competition took place in Cologne during the International Men's Fashion Week

Extra month for 1966 Palermo Show

A report from the Commercial Department, British Embassy, Buenos Aires

THE 23RD INTERNATIONAL Exhibition of Livestock, Agriculture and Industry of the Sociedad Rural Argentina (Argentine Rural Society), was held in the Palermo Exhibition grounds in Buenos Aires from July 10 to September 15, 1966. As well as being the 150th anniversary of Argentina's declaration of independence, this year also marks the centenary of the founding of the Sociedad Rural Argentina. The 1966 exhibition was, therefore, a very special event attracting exceptional publicity.

The industrial and commercial section of the show, which opened on July 10, was larger and more important than ever before. It covered an area of 200,000 square feet, included exhibits by most major manufacturers and importers and remained open to the public for an additional month beyond the usual five/six weks. Motor cars were very prominent, including Morris, Riley and MG (which are manufactured in Buenos Aires) and there was a considerable range of tractors, agricultural machinery and earth moving equipment of British design, most of it manufactured locally under licence.

The British Pavilion, in a central position near the main judging ring, contained an attractive montage of photographs and models illustrating briefly the historical and commercial links between Britain and Argentina, but concentrating on diverse aspects of modern Britain, industrial, technological and architectural. Closed circuit television systems installed by EMI and Marconi attracted visitors at the entrance and in the pavilion, and the lighting throughout was supplied by the General Electric Company Ltd. Public interest was high and there was great demand from the constant stream of visitors for the information literature about Britain and British industry which was being distributed. The cinema attached to the pavilion, which was constructed by a group of local British firms, attracted full houses for almost every performance.

A prize among medium sized exhibits was won by the firm of Mellor-Goodwin (a partly-owned subsidiary of International Combustion Ltd.), who also represent a number of British firms in Argentina. They were closely involved in the recently completed Costanera Power Station in Buenos Aires, which was built by British industry and British capital, and is the largest project of its kind in the Southern hemisphere. The internal structure of this prize-winning stand was built by Dexion.

The stand of Duperial, ICI's subsidiary in Argentina, was of special interest, being constructed in the form of a dome within which the company demonstrated the countless uses of plastics and chemical products in agriculture, industry construction and packaging.

Upwards of 200 manufacturers and agents had space at the show, and represented, of course, a much larger number of suppliers. Perkins, Lister, Agar Cross, Anglo Argentine Iron Co. (John Summers) and a number of others were well represented, as were the major oil companies. Apart from the British Pavilion, national pavilions were organized by Germany, France and Paraguay only. Over five million people had passed through the turnstiles before the show finally closed its doors on September 15.

The agricultural section of the show did not open until July 30, but from July 18 onwards lorry loads of prize cattle, sheep, horses, pigs and other livestock, converged on Palermo from all corners of the Republic, and selection proceeded during the next 10 days. Four British breeders flew out for the occasion to judge some of the British breeds on show.

A highlight of the show for many people took place the following week in the auction rings with the sale of the champions, interest being concentrated particularly on the British breeds, Aberdeen Angus, Hereford and Shorthorn. Total cattle sales at 505 million pesos were 35 per cent below the 1965 figure. This was said to reflect the livestock farmers' concern following the EEC adoption of a common agricultural policy and the implications for the Argentine meat export trade, as well as illiquidity resulting from the present recession in Argentina.

At the British Chamber of Commerce luncheon given to commemorate the Centenary of the Sociedad Rural, Lord Walston, Parliamentary Under-Secretary of State for Foreign Affairs, spoke of the great impression made on him by the centenary celebrations and the magnificent animals he had seen at Palermo. He had visited all of the British stands at the industrial exhibition and he emphasized the great scope which there was for joint Anglo/Argentine enterprises, where British know-how and technological experience could be used in working partnership with Argentine capital and management.

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily from Monday to Friday, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form and specimen copy can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433, Telex 25977. Answer back: Bothillgate, Ldn.) Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

ANGOLA

(178/66) Port Cranes for Ports, Railways and Transport Authority. Closing date not known. E.S.B. 34062/66.*

ARGENTINA

(177/66) Automatic Totalizators for The Jockey Club of Buenos Aires. (Re-issue of Tender.) January 13, 1967. E.S.B. 10127/66.

Ministry of Public Works:

(177/66) Electro-Mechanical Equipment. Closing date extended to October 7. E.S.B. 10129/66.

(177/66) Hydro-Electric Power Plant. (Further Information.) Closing date postponed to October 31. E.S.B. 20326/66.

AUSTRALIA

(178/66) Rolling Stock for Commonwealth Railways. (Further Information.) Tender documents now available. E.S.B. 33485/66.*

(181/66) Transformers for Electric Supply Department, Melbourne. October 17. E.S.B. 34359/66.*

(181/66) Tunnel Boring Machine for Melbourne and Metropolitan Board of Works. October 25. E.S.B. 34354/66.*

(181/66) Scientific Test Equipment for Postmaster-General's Department. October 18. E.S.B. 34358/66.*

(179/66) Colour Light Signal Operating Machine for Victorian Railways, Melbourne. October 12. E.S.B. 34310/66.*

BRAZIL

(178/66) Data Processing System for Superintendencia do Desenvol Vimento du Nordeste Sudene. (Further Information.) Closing date extended to October 10. E.S.B. 31650/66.

BURMA

Myanma Export-Import Corporation:

(177/66) Paper Sacks. October 30. E.S.B. 34004/66.*

(177/66) Radio Equipment. October 20. E.S.B. 34005/66.*

(177/66) Transmission Towers. November 30. E.S.B. 34008/66.

A photo-poster, with a French text and carrying full-colour photographs of small craft made in Britain, attracted the attention of boatbuilding specialists when a party from the Ship and Boat Builders' National Federation visited the Central Office of Information's London headquarters to learn about the COI's export publicity services.

The photo-poster, explained Mr. Donald Kerr (COI's Overseas Controller), was one of the methods used by the COI to help in maintaining and increasing British industrial prestige abroad. Other methods included photographs for press and television use, news items and feature articles, radio programmes, theatre and television films, overseas exhibitions and the distribution of industry's own prestige publications.

(177/66) Roofing Nails and Screws. October 8. E.S.B. 33798/66.*

(177/66) Wire. October 8. E.S.B. 33796/66.*

(177/66) Winches and Hoists. October 10. E.S.B. 34002/66.*

CANADA

(181/66) Spillway Gate Hoists for Manitoba Hydro. (Further Information.) October 11. E.S.B. 33419/66.*

CEYLON

(179/66) Boiler Spares for Department of Government Electrical Undertakings. October 29. E.S.B. 34095/66.

(177/66) Corrugated Steel Sheets for Government Stores Department. November 22. E.S.B. 34015/66.

(180/66) Chemical Dyes and Auxiliaries for National Textile Corporation. October 10. E.S.B. 34345/66.*

COSTA RICA

(178/66) Physiotherapy Equipment for Caja Costarricense de Seguro Social. October 5. E.S.B. 34048/66.*

CYPRUS

(180/66) Steam Generating and Turbo-Generator Plants for Electricity Authority of Cyprus. January 17, 1967. E.S.B. 33461/66.

Ministry of Health:

(179/66) X-ray Films and Appliances. October 8. E.S.B. 34089/66.

(179/66) Ampoules. October 8. E.S.B. 34090/66.

(179/66) Sulphonamides. October 8. E.S.B. 34091/66.

(179/66) Surgical Dressings. October 8. E.S.B. 34092/66.

(179/66) Tetracycline Hydrochloride. October 8. E.S.B. 34093/66.

(179/66) Antibiotics. October 8. E.S.B. 34094/66.

FORMOSA

Central Trust of China:

(181/66) Pumps. (Further Information.) October 11. E.S.B. 13147/66.*

(181/66) Water Works Equipment. October 15. E.S.B. 34380/66.*

(182/66) Lifting Gear; Measuring and Miscellaneous Tools. (Further Information.) October 14. E.S.B. 25463/66.*

(182/66) Squirt Welder. October 12. E.S.B. 34384/66.*

(182/66) Foaming Test Apparatus. October 13. E.S.B. 34385/66.*

(181/66) Medical Supplies. October 12. E.S.B. 34381/66.*

(181/66) Raw Materials for Dry Cells and Storage Battery. October 8. E.S.B. 34383/66.*

(182/66) Water Supply Equipment. October 8. E.S.B. 34386/66.*

(182/66) Foil Finishing Mill. October 5. E.S.B. 34387/56.*

(182/66) Laboratory Apparatus. October 11. E.S.B. 34388/66.*

(182/66) Fire Bricks and Mortar. October 13. E.S.B. 34396/66.*

(182/66) Snap-on Tools. October 15. E.S.B. 34398/66.*

(182/66) Iron Worker. October 13. E.S.B. 34400/66.*

(182/66) Permanent Magnetic Separator. October 18. E.S.B. 34397/66.*

(182/66) Gas Cylinders. October 18. E.S.B. 34399/66.*

(182/66) Galvanized Iron Sheets. October 17. E.S.B. 34605/66.*

(182/66) DCP Chlorinator. October 14. E.S.B. 34606/66.*

GREECE

(178/66) Paper for Ministry of Commerce. October 5. E.S.B. 34068/66.*

HONG KONG

(178/66) Dressing Autoclave for the Medical Department. October 7. E.S.B. 34061/66.

Public Works Department:

(178/66) Spot Welder. October 5. E.S.B. 34059/66.

(178/66) Steel Bands. October 5. E.S.B. 34060/66.

INDIA

Atomic Energy Establishment:

(178/66) Portable Transistor Washing Unit. October 14. E.S.B. 34066/66.

(178/66) Resistor Printer. October 17. E.S.B. 34067/66.

For RELIABLE TECHNICAL, CHEMICAL, COMMERCIAL and LEGAL

TRANSLATIONS

Contact:– **Dr. FRY'S TRANSLATION SERVICE**

2, Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. **Telephone: PARK 5087 and 7163**

(180/66) Pig Lead for Director-General of Supplies and Disposals. (Further Information.) E.S.B. 31687/66.*
(177/66) Cranes for Hydel Designs Directorate (Further Information.) E.S.B. 31686/66.
Maharashtra State Electricity Board:
(178/66) Water Treatment Plant Equipment. November 21. E.S.B. 34065/66.
(178/66) Electrical Equipment. (Further Information.) E.S.B. 31684/66.*
Beas Purchasing Organization:
(177/66) Steam Cleaning Unit. (Further Information.) Tender documents now available. E.S.B. 33212/66.*
(177/66) Bending Machine. December 7. E.S.B. 34013/66.*
(178/66) Steel Sharpener. November 16. E.S.B. 34014/66.*

IRAN

(178/66) Fertilizer for Iranian Factories Corporation. (Further Information.) Tender documents now available. E.S.B. 32776/66.*
Iranian State Railways:
(179/66) Submersible Pumps. December 3. E.S.B. 34301/66.
(179/66) Nuts and Bolts. December 4. E.S.B. 34302/66.*
(179/66) Machine Tools. December 5. E.S.B. 34303/66.*

IRAQ

Iraqi Ports Administration:
(181/66) Pipe Fittings. October 13. E.S.B. 34371/66.
(178/66) Cables. (Further Information.) Tender documents now available. E.S.B. 33437/66.*
(177/66) Steel Tyres for Iraqi Republic Railway Service. October 24. E.S.B. 34038/66.
Ministry of Defence:
(178/66) Arab Badges. October 25. E.S.B. 34041/66.*
(178/66) Medical Supplies. (Further Information.) E.S.B. 33435/66.*
(181/66) Mobile Crane for Ministry of Industry. October 10. E.S.B. 34372/66.*
(178/66) Drum Closures for Ministry of Oil. October 6. E.S.B. 34042/66.*
(177/66) Mobile Cranes for National Electricity Administration. October 10. E.S.B. 34037/66.
(177/66) Telephone Line Contractors for Posts, Telegraphs and Telephones Administration. November 12. E.S.B. 34039/66.

JAPAN

(178/66) Hydro-Electric Plant for Electric Power Development Co. Ltd. November 10. E.S.B. 34050/66.

JORDAN

(178/66) Surgical and Hospital Equipment for Central Tenders Board. October 5. E.S.B. 34021/66.*
(181/66) Frozen Mutton for Jordan Armed Forces. October 10. E.S.B. 34368/66.*
Municipality of Amman:
(178/66) Consultancy Services. October 16. E.S.B. 34044/66.*
(181/66) Refuse Composting Plant. October 16. E.S.B. 34361/66.*

KOREA

(182/66) Weaving Machinery for Office of Supply. October 14. E.S.B. 34604/66.*

LEBANON

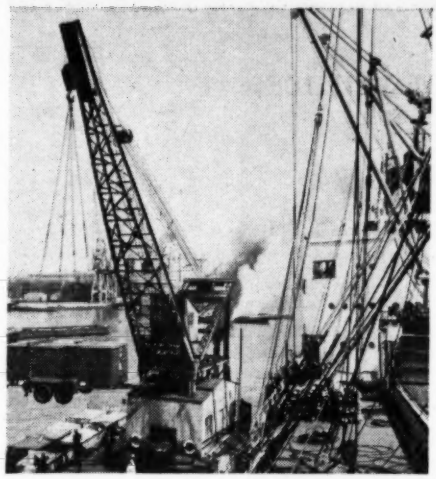
(182/66) Electric Motors for Lebanese State Railways. October 19. E.S.B. 34617/66.*

LIBYA

(177/66) Tripoli-Tunisia Bus Service for Ministry of Finance. October 10. E.S.B. 33733/66.

MALAYSIA

(179/66) Miscellaneous Items for Ministry of Defence. October 7. E.S.B. 34100/66.
(179/66) Water Treatment Chemicals for Public Works Department. October 31. E.S.B. 34098/66.*



A silent generator, which has been adopted by the Canadian Broadcasting Corporation as standard equipment, is hoisted aboard the SS Ascania at Surrey Commercial Dock, London, for shipment to Canada. The generator, made by Auto Diesels Ltd., a member of The Braby of Britain Group, and developed in conjunction with the acoustics division of Vokes Ltd., is the first of an initial order worth £100,000. Within the next two years orders placed by CBE through A. Foxcroft and Associates Ltd., Braby's agents in Canada, are expected to realize exports worth £500,000.

MOZAMBIQUE

Ports, Railways and Transport Department:
(177/66) Construction of Warehouse. October 24. E.S.B. 34022/66.
(177/66) Wool. November 25. E.S.B. 34025/66.
(177/66) Rail Spikes. December 26. E.S.B. 34026/66.

NEW ZEALAND

(177/66) Textiles for Auckland Hospital Board. October 14. E.S.B. 33748/66.*
(178/66) Telemetering Equipment for Hutt Valley Drainage Board. October 31. E.S.B. 33889/66.*
(178/66) Bridge Spans for New Zealand Railways. October 12. E.S.B. 34053/66.*

PAKISTAN

(178/66) Veterinary Equipment for Directorate of Supply. October 15. E.S.B. 34056/66.*
(178/66) Foodgrain Storage Project for Government Food Department. (Further Information.) E.S.B. 33479/66.

SINGAPORE, REPUBLIC OF

(179/66) Surgical Supplies for Ministry of Health. October 7. E.S.B. 34322/66.

SOUTH AFRICA

Cape Provincial Tender Board:
(179/66) Gummed Tape. October 14. E.S.B. 34311/66.*
(179/66) Hydraulic Pressure Testing Units. October 7. E.S.B. 34312/66.*
(179/66) Laundry Machinery. October 18. E.S.B. 34313/66.*
(179/66) Master Tape Cabinet. October 7. E.S.B. 34315/66.*
(179/66) Disposable Paper/Plastic Products. October 11. E.S.B. 34316/66.*
(179/66) Sterilising Drums. October 11. E.S.B. 34317/66.*
(180/66) Hospital Clothing. October 14. E.S.B. 34314/66.*
(180/66) Crushing Plant Screens. October 7. E.S.B. 34319/66.*
(180/66) Scissors. October 18. E.S.B. 34320/66.*
(180/66) Abrasive Paper. October 11. E.S.B. 34321/66.*
State Tender Board:
(180/66) Hardness and Impact Testing Machines. October 6. E.S.B. 34325/66.*
(180/66) Audiological Equipment. October 13. E.S.B. 34326/66.*
(180/66) Voltage Stabilizer. October 7. E.S.B. 34335/66.*
(180/66) Stereoplotter. October 7. E.S.B. 34333/66.*
(180/66) Radio Sets. October 5. E.S.B. 34332/66.*
(180/66) Physiotherapy Equipment; Hospital Ward Furniture. October 13. E.S.B. 34327/66.*
(181/66) Vertical Boring and Turning Mill for South African Railways. October 21. E.S.B. 34353/66.*

SPAIN

(181/66) Dredging Work for Ministerio Obras Publicas. October 7. E.S.B. 34352/66.

SUDAN

(181/66) Air-conditioning Plant for Ministry of Works. November 5. E.S.B. 34373/66.*

SYRIAN ARAB REPUBLIC

(180/66) Airport Control Equipment for Ministry of Defence. (Correction.) E.S.B. 33016/66.*

THAILAND

(178/66) Bulldozers, Loaders and Vehicles for Royal Irrigation Department. October 13. E.S.B. 34047/66.*
(177/66) Pneumatic Drills for State Railway of Thailand. October 10. E.S.B. 34036/66.

TRINIDAD AND TOBAGO

Trinidad and Tobago Electricity Commission:
(177/66) Power Cables and Accessories. October 28. E.S.B. 34019/66.*
(178/66) Transformers. October 28. E.S.B. 34018/66.*

TURKEY

State Hydraulic Works:
(177/66) Meteorological Equipment. October 5. E.S.B. 33779/66.*
(180/66) Drilling Equipment. October 10. E.S.B. 34336/66.*

VIETNAM

(178/66) Bare Copper Conductor for Central Purchasing Authority. October 5. E.S.B. 34086/66.*

ZAMBIA

Central Supply and Tender Board:
(178/66) Sports Equipment. October 7. E.S.B. 34088/66.
(179/65) Leather Squares, Rubber Heels, etc. October 7. E.S.B. 34087/66.

HULL to . . .
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Agency and export opportunities, market surveys, etc.

Brief details are given below of overseas inquiries for British products, agencies, export opportunities, market surveys, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily from Monday to Friday, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form and specimen copy can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433. Telex 25977. Answer back: Bothillgate, Ldn.).

Copies of those issues, which contain further details of the following items, can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

The number in brackets indicates the Bulletin in which the inquiry appeared. This number, the country and commodity should be quoted in all inquiries. (Telephone inquiries to City 5757, Ext. 427).

Antigua/Barbados/Guyana
(179/66) Free Trade Area Agreement. C.R.E. 13654/2G.

Australia
(178/66) Agency inquiry for toys. E.S.B. 33600/66.
(181/66) Agency inquiry for boilers and conversion units. E.S.B. 33373/66.

Austria
(179/66) Agency inquiry for knitwear. E.S.B. 33829/66.

Barbados
(178/66) Agency inquiry for bitumen compound; brass tubing; plastic filler; rainwater goods. E.S.B. 33808/66.

Brazil
(182/66) Agency inquiry for industrial plant and equipment. E.S.B. 34167/66.

British Honduras
(181/66) Agency inquiry for briefcases; handbags; metal files; shirts and suitings; suitcases. E.S.B. 34269/66.

Canada
(180/66) Agency inquiry for electronic equipment; fishing gear; general machinery and equipment; hydraulic equipment; recording instruments. E.S.B. 33904/66.
(177/66) Inquiry for builders' supplies and hardware. E.S.B. 33506/66.
(178/66) Inquiry for furniture. E.S.B. 32970/66.
(178/66) Inquiry for packaging equipment. E.S.B. 33680/66.
(180/66) Inquiry for air pollution control equipment; industrial treatment plant; mining equipment; worm gear reducers. E.S.B. 32010/66.
(180/66) Inquiry for copper conductor. E.S.B. 33543/66.
(180/66) Inquiry for textiles. E.S.B. 12033/66.

Cyprus
(180/66) Agency inquiry for chemicals; dental products; pharmaceuticals; veterinary products. E.S.B. 33969/66.

Denmark
(181/66) Agency inquiry for gloves; knitwear; piecegoods; underwear. E.S.B. 34287/66.

Dominican Republic
(179/66) Inquiry for trucks. E.S.B. 33924/66.

Finland
(180/66) Inquiry for gloves; synthetic rubber sheeting. E.S.B. 33891/66.

France
(179/66) Agency inquiry for electrical appliances. E.S.B. 33625/66.

Germany, Federal Republic of
(178/66) Inquiry for pharmaceutical agents. E.S.B. 33851/66.
(179/66) Inquiry for automobile shaft-making machinery. E.S.B. 33827/66.
(180/66) Inquiry for PVC processing equipment. E.S.B. 33679/66.
(180/66) Inquiry for stainless steel sections. E.S.B. 34107/66.
(181/66) Inquiry for skirts. E.S.B. 34226/66.

Ghana
(181/66) Agency inquiry for cosmetics; drugs; pharmaceuticals; toilet preparations. E.S.B. 34436/66.

Greece
(179/66) Public Power Corporation Purchasing Regulations. E.S.B. 1130/G.

Hong Kong
(178/66) Agency inquiry for shirtings; suit linings. E.S.B. 33823/66.
(180/66) Inquiry for pedestrian overbridges. E.S.B. 33663/66.

India
(177/66) Agency inquiry for garment presses. E.S.B. 33230/66.

Iran
(181/66) Inquiry for tiles manufacturing plant. E.S.B. 34228/66.

Iraq
(179/66) Inquiry for plastic sheet-making machinery. E.S.B. 33963/66.

Israel
(178/66) Agency inquiry for cigarettes; tobacco. E.S.B. 33607/66.
(181/66) Agency inquiry for measuring and testing instruments; metal sheet-working machinery; pneumatic tools. E.S.B. 34280/66.
(181/66). Agency inquiry for woollen fabrics. E.S.B. 34290/66.

Italy
(177/66) Agency inquiry for optical scales. E.S.B. 33074/66.
(178/66) Agency inquiry for alcoholic beverages; foodstuffs: tea. E.S.B. 33670/66.
(178/66) Agency inquiry for bathroom fittings; floor coverings; sanitary fittings wall coverings. E.S.B. 33669/66.
(181/66) Agency inquiry for benzol; chemicals; valves. E.S.B. 34471/66.
(181/66) Agency inquiry for metals; oxides. E.S.B. 34430/66.
(181/66) Agency inquiry for tanning machinery and products: textile and dyeing machinery and products. E.S.B. 33029/66.

Jamaica
(180/66) Inquiry for curtains and drapes; cushions; household linen; steam irons. E.S.B. 33348/66.

Kenya
(180/66) Agency inquiry for automotive accessories. E.S.B. 22630/66.
(180/66) Agency inquiry for consumer goods; haberdashery; stationery. E.S.B. 28573/66.
(179/66) Inquiry for canvas. E.S.B. 33853/66.

Lebanon
(178/66) Agency inquiry for braids and trimmings; clothing; fabrics; gloves; handkerchiefs and tablecloths; lace and embroidered work; perfumes and cologne; swimwear; synthetic fibres. E.S.B. 33821/66.
(177/66) Inquiry in respect of civil engineering consultants and contractors. E.S.B. 33043/66.

Malta
(181/66) Agency inquiry for furnishing store items; household goods. E.S.B. 30821/66.

New Zealand
(180/66) Inquiry for automotive and tractor spare parts and accessories; motor vehicles. E.S.B. 33655/66.

Norway
(179/66) Agency inquiry for converters; electric light fittings and lamps; electrical goods. E.S.B. 33941/66.
(181/66) Agency inquiry for nuts and bolts; screws. E.S.B. 33967/66.
(182/66) Agency inquiry for net curtains. E.S.B. 26648/66.
(182/66) Inquiry for dish washing machines. E.S.B. 33943/66.

Pakistan
(179/66) Agency inquiry for air compressors; fire-fighting equipment; fork-lift and pallet trucks; machine tools; mining equipment. E.S.B. 33819/66.
(182/66) Inquiry for scientific and industrial equipment. E.S.B. 34195/66.

Philippines, Republic of the
(179/66) Inquiry for chemicals; fats; food colouring; flavouring; foodstuffs; fuller's earth. E.S.B. 33828/66.

Rumania
(181/66) Planned purchasing of imports. C.R.E. 17389/G.

Saudi Arabia
(179/66) Agency inquiry for meters; pumps. E.S.B. 33893/66.
(179/66) Agency inquiry for optical lenses and spectacles. E.S.B. 33933/66.

South Africa
(180/66) Manufacture under licence - constructional equipment; steel fabrications. E.S.B. 33636/66.
(181/66) Manufacture under licence – aluminium windows; die castings; metal plating process; trolleys and display equipment. E.S.B. 34438/66.

Spain
(179/66) Agency inquiry for tea. E.S.B. 33874/66.

Sudan
(180/66) Inquiry for plant and machinery; railway track; sheet metal-working equipment; sugar refinery equipment; tools. E.S.B. 31180/66.

Sweden
(180/66) Agency inquiry for cosmetics. E.S.B. 34211/66.
(180/66) Inquiry for leather; sailcloth. E.S.B. 34169/66.

Switzerland
(180/66) Agency inquiry for jersey fabrics. E.S.B. 32588/66.
(178/66) Inquiry for road-marking machinery and products. E.S.B. 33520/66.

Syrian Arab Republic
(180/66) Inquiry for cutlery, glassware, kitchenware. E.S.B. 32907/66.
(180/66) Inquiry for rice. E.S.B. 33842/66.

Trinidad and Tobago
(178/66) Inquiry for bolts and nuts. E.S.B. 33529/66.

United States of America
(181/66) Agency inquiry for garden tools. E.S.B. 33855/66.
(182/66) Agency inquiry for furnishing accessories. E.S.B. 26762/66.
(178/66) Inquiry for cotton duck. E.S.B. 33603/66.
(178/66) Inquiry for vehicles. E.S.B. 33649/66.
(179/66) Inquiry for general machinery lines. E.S.B. 33859/66.
(179/66) Inquiry for plant and machinery. E.S.B. 33996/66.
(180/66) Inquiry for aluminium ingots; sheet glass. E.S.B. 33228/66.
(180/66) Inquiry for confectionery; foodstuffs; toys. E.S.B. 34190/66.
(180/66) Inquiry for drilling machines. E.S.B. 19088/66.
(181/66) Inquiry for couplings. E.S.B. 34472/66.
(181/66) Inquiry for tweeds. E.S.B. 33668/66.
(181/66) Manufacture under licence in Britain – amplifier. E.S.B. 33824/66.
(182/66) Inquiry for meteorological instruments; navigational instruments; scientific instruments; testing instruments; tools. E.S.B. 31048/66.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of the Board of Trade Journal *of June 24.*

Total Assets as at 20.3.66 Rls. 6,424,149,000

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

CANADA

'Made in Canada' ruling

THE FOLLOWING ruling has been made in Canada for Canadian customs purposes:

Of 'a class or kind made in Canada':

Pneumatic carton packers, also known as case packers, designed to accumulate rectangular packages and place them in shipping containers.

(Effective October 20, 1966)

The above information is contained in Canadian Department of National Revenue Memorandum D51-7-1, dated September 19, 1966.

UNITED STATES

Labelling of hazardous substances

THE REGULATIONS under the United States Federal Hazardous Substances Labelling Act have been amended with effect from September 7, 1966, by changing the conditions of exemption of certain fire extinguishers as follows:

Fire extinguishers containing fire extinguishing agents which are stored under pressure or which develop pressure under normal conditions of use are exempt from the labelling requirements of Section 2(p) (1) of the Act provided that:

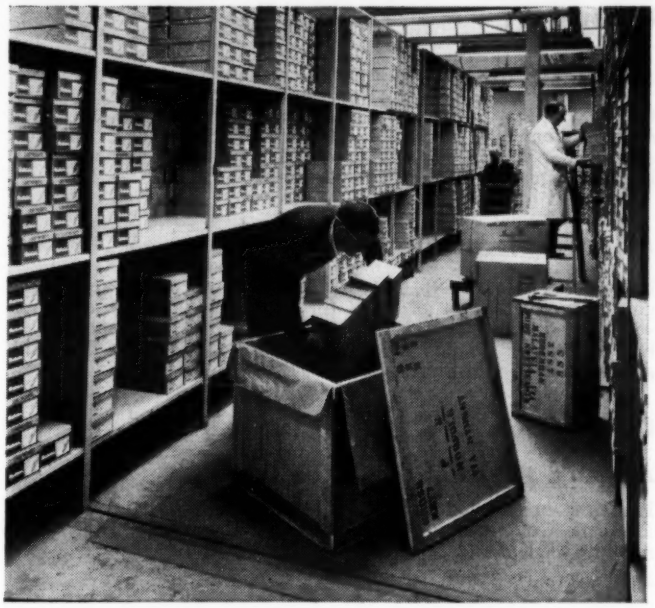
(i) If the container is under pressure both during storage and under conditions of use, it shall be designed to withstand a pressure of at least six times the charging pressure at 70 degrees F, except that carbon dioxide extinguishers shall be constructed and tested in accordance with applicable Interstate Commerce Commission specifications, or

(ii) If the container is under pressure only during conditions of use, it shall be designed to withstand a pressure of not less than five times the maximum pressure developed under closed nozzle conditions at 70 degrees F, or one and a half times the maximum pressure developed under closed nozzle conditions at 120 degrees F, whichever is greater.

Inquiries regarding this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 457).

International Trade Centre in Alabama

THE STATE OF ALABAMA, United States, will open its new International Trade Centre at Mobile on October 20 offering free exhibition space to British industry for the display of its products. Further information may be obtained from the Director, Alabama State Docks Department, PO Drawer 721, Mobile, Alabama 36601.



Export orders for shoes being packed at the Rushden, Northants, warehouse of Eaton, the shoe manufacturers. The company does considerable business with continental buyers, and have recently commenced a new sales drive in America and Canada.

BRAZIL

Consular charges

IT IS REPORTED that with effect from September 15 the Brazilian Consular Authorities in Great Britain ceased to levy a charge for the certification of invoices on goods being exported to Brazil. This is in accordance with the terms of Law No. 5025 of June 10, 1966 (see the *Board of Trade Journal* of August 12, page 449).

DOMINICAN REPUBLIC

Restrictions on the allocation of foreign exchange

A NOTICE published in the *Board of Trade Journal* of August 26, 1966 (page 556) reported that the Central Bank will not approve requests for currency made by importers through the commercial banks.

It should continue to read *unless the said goods have been imported on the basis of a Letter of Credit.*

URUGUAY

Prior deposits

URUGUAYAN BANK of the Republic circular 70/71 of August 23 has reduced from 100 per cent to 50 per cent of the c.i.f. value the additional prior deposit on imports of coke (tariff number 34.003 in the Uruguayan Code of Merchandise).

Import of motor vehicles

URUGUAYAN DECREE No. 326/966 has established new regulations governing the import of parts for the local assembly of motor vehicles. A copy of this decree is available for inspection at Export Services Branch of the Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4.

COLOMBIA

Import regulations

IT HAS BEEN reported by HM Embassy at Bogota that, on July 25, 1966, the Colombian Government issued Decree No. 1952, which modifies the text and duties of the following tariff headings:

ARTICLE

Tariff Heading	Description	Duty
15.10	Industrial fatty acids; acid oils from refining; industrial fatty alcohols:	
C	Industrial fatty alcohols	30%
17.02	Other sugars; sugar-syrups; artificial honey (whether or not mixed with natural honey); caramel:	
A	Glucose	30%
28.42	Carbonate and percarbonates; commercial ammonium carbonate containing ammonium carbamate:	
A	Carbonates:	
IX	Of bismuth	40%
29.14	Monoacids and their anhydrides, acid halides, acid peroxides and peracids, and their halogenated sulphonated, nitrated or nitrosated derivatives:	
A	Saturated acyclic monoacids:	
II	Acetic acid, its salts and esters:	
a	Acetic acid:	
2	Denatured	40%
C	Aromatic saturated monoacids:	
I	Benzoic acid, its salts and esters:	
a	Benzoic acid	40%
b	Salts of benzoic acid	40%
29.16	Alcohol-acids, aldehyde-acids, ketone-acids, phenol-acids and other single or complex oxygen-function acids, and their anhydrides, acid halides, acid peroxides, and their halogenated, sulphonated, nitrated or nitrosated derivatives:	
A	Alcohol-acids:	
III	Citric acid, its salts and esters:	
a	Cirtric acid	40%
b	Salts of citric acid:	
1	Lithium citrate	40%
2	Calcium citrate	40%
3	Aluminium citrate	40%
4	Iron citrate	40%
5	Ammonium citrate	40%
6	Other	40%
C	Esters of citric acid	40%
IV	Other	40%
29.24	Quarternary ammonium salts and hydroxides; lecithins and other phosphoaminolipins:	
B	Lecithins and other phosphoaminolipins	40%
32.09	Varnishes and lacquers distempers; prepared water pigments of the kind used for finishing leather; other paints and enamels; pigments in linseed oil, white spirit, spirits of turpentine, varnish or paint or enamel media; stamping foils; dyes in forms or packings of a kind sold by retail:	
F	Stamping foils	40%
39.01	Condensation and polycondensation and polyaddition products, whether or not modified or polymerized, and whether or not linear (for example, phenoplasts, aminoplasts, alkyds, polyallyl esters and other unsaturated polyesters, silicones):	
A	Pure, in liquid or paste form or in the form of granules, flakes, lumps, powders, blocks or similar bulk forms:	
I	Phenoplasts	40%
II	Aminoplasts	40%
III	Alkyds	40%
IV	Unsaturated polyesters	30%
V	Polyamides and syperpolyamides	30%
VI	Polyurethanes and superpolyurethanes	40%
VIII	Epoxides and ethoxylines	40%
B	Mixed, prepared, modified or hardened:	
I	In the form of solutions, dispersions, or emulsions, modified with natural or synthetic resins, oils, fatty acids, alcohols or the like	50%
VI	Waste and scrap	70%
39.03	Regenerated cellulose; cellulose nitrate, cellulose acetate and other cellulose esters, cellulose ethers and other chemical derivatives of cellulose, plasticized or not (for example, collodions, celluloid); vulcanized fibre:	
B	Other:	
VI	Waste and scrap	70%
39.04	Hardened proteins (for example, hardened casein and hardened gelatin):	
B	Waste and scrap	70%
39.05	Natural resins modified by fusion (run gums); artificial resins obtained by esterification of natural resins or of resinic acids (ester gums); chemical derivatives of natural rubber (for example, chlorinated rubber, rubber hydrochloride, oxidized rubber, cyclized rubber):	
B	Chemical derivatives of natural rubber:	
IV	Waste and scrap	70%
48.01	Paper and paperboard (including cellulose wadding), machine-made, in rolls or sheets:	
B	Printing, writing and drawing paper:	
III	Paper to be used for printing books and reviews, with continuous parallel lines or stripes spaced at 4 cm. (a tolerance of half a centimetre is allowed)	60%
48.07	Paper and paperboard, impregnated, coated, surface-coloured, surface-decorated or printed (other than those coming within tariff heading 48.06 and Chapter 49), in rolls or sheets:	
A	Coated or enamelled paper and paperboard:	
I	With continuous parallel lines or stripes spaced at 4 cm. (a tolerance of half a centimetre is allowed)	60%
II	Other	60%
62.06	Other made up textile articles (including dress patterns):	
C	Dress patterns	200%
D	Other	250%
73.03	Scrap and waste metal of iron or steel:	
A	Of iron	15%
B	Other	15%
73.15	Alloy steel and high carbon steel in the forms mentioned in headings Nos. 73.06 to 73.14, both inclusive:	
W	Sheets and plates, of a thickness of less than 3 mm., clad, coated or covered, of alloy steel (special steel):	
III	Other	40%
73.16	Railway track construction materials: of iron or steel: rails, check-rails, switch blades, crossings (or frogs), crossing pieces, point rods, rack rails, sleepers, fishplates, chairs, chair wedges, sole plates, rail clips, bedplates and ties:	
B	Other:	
II	Fishplates and chairs, chair wedges, sole plates, rail clips, bedplates and ties	40%
73.20	Tube and pipe fittings (for example, joints, elbows, unions and flanges) of iron or steel:	
A	Of non-malleable cast iron:	
I	Flanges	40%
II	Other:	
a	Of up to 460 mm. (18 in.) diameter and 10 atmospheres working pressure	40%
	Other	30%
B	Of malleable cast iron:	
I	Flanges	40%
II	Other:	
a	Of up to 100 mm. (4 in.) diameter and 20 atmospheres working pressure	40%
b	Other	30%
C	Of sheets and plates of iron or steel	40%
D	Of iron or steel:	
I	Flanges	40%
II	Other	30%
73.31	Nails, tacks, staples, hook-nails, corrugated nails, spiked cramps, studs, spikes and drawing pins, of iron or steel, whether or not with heads of other materials but not including such articles with heads of copper:	
A	Wire nails of iron or steel, not forged	80%
B	Nails for shoeing animals	80%
C	Forged or stamped nails	80%
D	Decorative and ornamental studs	80%
E	Other	80%
73.32	Bolts and nuts (including bolt ends and screw studs) whether or not threaded or tapped, and screws, (including screw hooks and screw rings), of iron or steel; rivets, cotters, cotter pins, washers and spring washers, of iron or steel:	
A	Hooks, screw hooks and screw rings	80%
B	Bolts and nuts, screws for metal, wood screws and coach screws:	
I	Bolts and nuts	80%
II	Screws for metal	80%
III	Wood screws	80%
IV	Coach screws	80%
C	Rivets	80%
D	Cotter pins and cotters	80%
E	Washers	80%

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Tariff Heading	Description	Duty
74.05	Copper foil (whether or not embossed, cut to shape, perforated, coated, printed, or backed with paper or other reinforcing material) of a thickness (excluding any backing) not exceeding 0·15 mm.:	
B	Other.	35%
74.08	Tube and pipe fittings (for example, joints, elbows, sockets and flanges) of copper	40%
76.02	Wrought bars, rods, angles, shapes and sections of aluminium; aluminium wire:	
A	Simply rolled, hot forged or drawn, of any shape:	
I	Wire	30%
II	Bars and rods	30%
III	Angles, shapes and sections:	
a	Special	30%
b	Other	30%
B	Other.	40%
76.03	Wrought plates, sheets and strip, of aluminium, of a thickness exceeding 0·15 mm.:	
A	Of rectangular shape, smooth or plain	30%
B	Merely corrugated, channelled, bent, swaged, embossed, clad, or with designes obtained by rolling, stamping or perforating, or otherwise worked	35%
C	Cut to shape other than at right angles	40%
76.04	Aluminium foil (whether or not embossed), cut to shape, perforated, coated, printed, or backed with paper or other reinforcing material), of a thickness (excluding any backing) not exceeding 0·15 mm.:	
A	Backed, printed, cut to shape other than at right angles, or otherwise surface worked	60%
B	Other.	60%
82.01	Hand tools, the following: spades, shovels, picks, hoes, forks and rakes; axes, bill hooks, and similar hewing tools, scythes, sickles, hay knives; grass shears, timber wedges and other tools of a kind used in agriculture, horticulture or forestry:	
A	Of iron (including malleable cast iron) or steel:	
I	Spades, shovels, picks, mattocks, hoes, forks, pitchforks and rakes	50%
II	Axes, hatchets, bill-hooks, matchets, choppers and similar hewing tools	50%
III	Scythes, sickles, hay-knives, straw-knives, hedge shears and other tools of a kind used in agriculture, horticulture or forestry	50%
B	Of other base metals	50%
82.02	Saws (non-mechanical) and blades for hand or machine saws (including toothless saw blades):	
A	Mounted hand-saws	50%
B	Band-saw blades	50%
C	Straight saw blades	50%
D	Circular saws	50%
82.03	Hand tools, the following: pliers (including cutting pliers), pincers, tweezers, tinmen's snips, bolt croppers and the like; perforating punches; pipe cutters, spanners and wrenches; files and rasps:	
A	Pincers, pliers (including cutting pliers), spanners, perforating punches, pipe cutters, bolt croppers and tinmen's snips	50%
82.04	Hand tools, including mounted glazier's diamonds, not falling within any other heading of this Chapter; blow lamps, anvils; vices and clamps, other than accessories for and parts of machine tools; portable forges; grinding wheels mounted on frameworks (hand or pedal operated):	
A	Vices, clamps and braces	50%
B	Hammers and anvils	50%
C	Cutting tools for working metals, wood and hard materials (planes, jointers, mounted glaziers' diamonds and similar tools)	50%
D	Other tools:	
I	Cartridge operated pirtols for riveting, nailing, etc.	50%
II	Portable forges	50%
III	Blow lamps	50%
IV	Branding irons	50%
V	Grinding wheels mounted on frameworks (hand or pedal operated)	50%
VI	Grease guns	50%
VII	Screwdrivers	50%
VIII	Special tools for watchmakers, jewellers and opticians	50%
IX	Tools and appliances for household use, other than those falling within heading No. 82-08:	
a	Flat-irons, other than electric:	
1	Gas, paraffin or spirit types	60%
2	Other	60%
b	Non-mechanical whisks, pokers, bottle-openers and the like	100%
c	Other	100%
X	Other tools	100%
82.06	Knives and cutting blades, for machines or for mechanical appliances	50%
82.07	Tool-taps and plates, sticks and the like for tool-tips, unmounted, of sintered metal carbides (for example, carbides of tungsten, molybdenum or banadium).	50%
82.12	Scissors and blades therefor	70%
82.13	Other articles of cutlery (for example, secateurs, hair clippers, butchers' cleavers, paper knives); manicure and chiropody sets and appliances (including nail files):	
A	Secateurs	70%
B	Hair clippers and the like, non-electric	70%
D	Parts (cutting plates) for electric hair clippers and blades for pencil sharpeners	70%

Tariff Heading	Description	Duty
83.01	Locks and padlocks (key, combination or electrically operated), and parts thereof, of base metal; frames incorporating locks, for handbags, trunks or the like, and parts of such frames, of base metal; keys for any of the foregoing articles, finished or not, of base metal:	
A	Cylinder type locks	100%
B	Other locks	100%
C	Padlocks	100%
D	Parts of locks and padlocks	100%
E	Lock and padlock keys, whether or not finished	100%
84.08	Other engines and motors:	
C	Other:	
III	Other	50%
84.11	Air pumps, vacuum pumps and air or gas compressors (including motor and turbo pumps and compressors, and free-piston generators for gas turbines); fans, blowers and the like:	
A	Air and gas pumps; vacuum pumps:	
I	Air pumps weighing each 5 kg. and less, and parts therefor	50%
II	Other pumps, parts and components	40%
B	Compressors:	
	Of a capacity of not more than 3 cubic feet per minute and with a maximum compression of not more than 140 lb.:	
a	Sealed units for refrigeration	60%
b	Other	50%
II	Other	50%
III	Parts and components	50%
C	Free-piston generators and parts therefor	40%
D	Fans and blowers and parts therefor	40%
84.12	Air-conditioning machines, self-contained, comprising a motor-driven fan and elements for changing the temperature and humidity of air	50%
84.15	Refrigerators and refrigerating equipment (electrical and other):	
A	Refrigerators and refrigerating equipment other than the domestic type	50%
B	Refrigerators of the domestic type, non-electric	80%
C	Refrigerators of the domestic type, electric	80%
D	Other.	80%
E	Parts:	
I	Sealed units	60%
II	Cabinets and parts thereof	100%
III	Other	50%
84.24	Agricultural and horticultural machinery for soil preparation cultivation, including lawn and sports ground rollers:	
G	Parts:	
I	Discs and ploughshares	50%
84.41	Sewing machines (for textiles, leather, footwear, etc.), including furniture specially designed for sewing machines; sewing machine needles:	
A	Complete machines, whether or not assembled, including furniture therefor	100%
B	Sewing machine heads, whether or not assembled, excluding furniture therefor:	
I	For domestic use	80%
II	Other	70%
C	Furniture and parts therefor	100%
D	Needles	50%
E	Parts	50%
85.01	Electrical goods of the following descriptions: generators, motors, converters (rotary or static), transformers, rectifiers and rectifying apparatus inductors:	
A	Generators:	
I	Of not more than 0·5 kW.	60%
II	Of more than 0·5 kW. and up to 100 kW, inclusive	50%
III	Of more than 100 kW.	40%
B	Motors:	
I	Single-phase, of a power of:	
a	Not more than 1 h.p.	60%
b	More than 1 h.p. but not more than 20 h.p.	50%
c	More than 20 h.p.	40%
II	Three-phase, of a power of:	
a	Not more than 20 h.p.	50%
b	More than 20 h.p. but not more than 100 h.p.	45%
c	More than 100 h.p.	40%
C	Rotary converters	40%
D	Transformers:	
I	Single-phase and three-phase, for voltage of not more than 1000 v, and of a capacity of not more than 5 kVA	60%
II	Three-phase, for voltages of more than 1000 v, but not more than 20,000 v, and of a capacity of not more than 500 kVA.	50%
III	Single-phase, for voltages of more than 1,000v, but not more than 20,000 v, and of a capacity of not more than 200 kVA.	50%
IV	Other	40%
E	Static converters and inductors (reactors and chokes):	
I	Ballast reactors	40%
II	Other	40%
F	Parts	40%

(*Continued on next page*)

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COLOMBIA, *continued*

Tariff Heading	Description	Duty
85.14	Microphones and stands therefor: loudspeakers; audio-frequency electric amplifiers:	
B	Loudspeakers:	
I	Mounted in cabinets	80%
II	Other	70%
C	Audio-frequency electric amplifiers; sound amplifier sets	80%
85.15	Radio telegraphic and radiotelephonic transmission and reception apparatus; radio-broadcasting and television transmission and reception apparatus (including those incorporating gramophones) and television cameras; radio navigational aid apparatus, radar apparatus and radio remote control apparatus:	
A	Television receivers, whether or not incorporating gramophones or radios:	
I	Incorporating gramophones or radios	100%
II	Other	80%
B	Radio-broadcasting receivers, whether or not incorporating gramophones:	
I	Incorporating gramophones	100%
II	For motor vehicles	80%
III	Other	80%
D	Parts:	
II	Printed circuits	70%
III	Other:	
a	Of plastic material	70%
b	Of other material	40%
85.19	Electrical apparatus for making and breaking electrical circuits, for the protection of electrical circuits, or for making connections to or in electrical circuits (for example, switches, relays, fuzes, lightning arresters, surge suppressors, plugs, lampholders, terminals, terminal strips and junction boxes); resistors, fixed or variable (including potentiometers), other than heating resistors; rheostatic, inductance, motor driven and vibrating contact automatic voltage regulators; switchboards (other than telephone switchboards) and control panels:	
A	Electrical apparatus for making and breaking electrical circuits, for the protection of electrical circuits:	
III	Fuzes and fuze-holders:	
b	Other	40%
IV	Lightning arresters:	
c	Other	40%
85.23	Insulated (including enamelled or anodized) electric wire, cable, bars, strip and the like (including co-axial cable) whether or not fitted with connectors:	
A	Cut to length and fitted with connectors	70%
B	Other:	
I	Armoured with lead or other metals	45%
II	Insulated with rubber or artificial plastic materials	45%
III	Insulated with varnish (enamelled wire)	45%
IV	Other	45%
86.09	Parts of railway rolling stock:	
B	Other:	
I	Of forged steel	40%
II	Other	25%
88.02	Flying machines, gliders and kites; rotochutes:	
A	Not mechanically propelled	30%
B	Mechanically propelled:	
I	Helicopters	5%
II	Other:	
a	Mono-engined and with a single seat, specially constructed for aerial fumigation	1%
b	Of more than one engine and operational gross weight of 4,500 Kg. or more	1%
c	Other	30%

Article 2 – Goods classified within the following tariff headings will pay an additional duty of 20 per cent until December 31, 1966:

38.03 B II and B III
39.05 B III
48.01 B III
76.04 A

Article 3 – Goods classified within the following tariff headings will pay an additional duty of 25 per cent during the year 1966; of 15 per cent from January 1 to December 31, 1967, and of 5 per cent from January 1 to December 31, 1968:

15.10 A I	15.10 A II	15.10 B
15.10 C	17.02 A	29.14 C I a
29.14 C I b	29.16 A III a	29.24 B
32.09 F	39.01 A I	39.01 A II
39.01 A III	39.01 A VI	39.01 A VII
39.01 B I	39.01 B II	39.01 B III
39.01 B IV	39.01 B V	39.01 B VI
39.07 A	39.07 B	73.31 A
73.31 B	73.31 C	73.31 D
73.31 E	73.32 A	73.32 B I
73.32 B II	73.32 B III	73.32 B IV
73.32 C	73.32 D	73.32 E
74.05 B	74.08	76.02 A I
76.02 A II	76.02 A III a	76.02 A III b
76.02 B	76.03 A	76.03 B
76.03 C	76.06 A	76.06 B
82.01 A I	82.01 A II	82.01 A III
82.01 B	82.04 B	82.04 D VII
84.11 B I a	84.11 D	84.12
84.15 B	84.15 C	84.15 D
85.01 A I	85.01 B I a	85.01 B I b
85.01 B II a	85.01 D I	85.01 D II
85.01 D III	85.01 E I	85.14 B I
85.14 C	85.15 A I	85.15 A II
85.15 B I	85.15 B II	85.15 B III
85.15 D I	85.15 D II	85.15 D III a
85.19 A III a	85.19 A IV a	85.19 A IV b
85.23 A	85.23 B I	85.23 B II
85.23 B III	85.23 B IV	

Article 4 – Goods classified within the following tariff headings will pay an additional duty of 20 per cent up to December 31, 1966; of 15 per cent from January 1 to December 31, 1967 and of 10 per cent from January 1 to December 31, 1968:

73.16 B II	73.20 A I	73.20 A II a
73.20 B I	73.20 B II a	73.20 C
73.20 D I	86.09 B I	

Article 5 – Goods classified within tariff heading 73.13 B IV a will pay an additional duty of 10 per cent up to December 31, 1967 and of 5 per cent from January 1 to December 31, 1968.

Article 6 – Goods classified within tariff heading 29.14 A II a 2 will pay an additional duty of 50 per cent up to December 31, 1967 and of 25 per cent from January 1 to December 31, 1968.

IRISH REPUBLIC

Wholesale tax

THE IRISH REPUBLIC'S Finance (No. 2) Act 1966 provides for the introduction of a Wholesale Tax from October 1, 1966. The tax will be broadly similar in operation to the Turnover Tax introduced in 1963, but it will be charged on receipts from wholesale sales, Turnover Tax being charged on retail receipts: it will be confined to a narrower range of goods: and it will be charged at a rate of 5 per cent, Turnover Tax being charged at 2½ per cent. It will be levied on imports, as is Turnover Tax. The following resumé of the main provisions of the Act is published for the guidance of exporters; it does not purport to be a precise statement of legal requirements.

Internal trade

The Act provides for charge of the tax on payments received on or after October 1, 1966, by registered wholesalers and manufacturers from all sales of goods other than exempt goods. A person is regarded as a wholesaler if his receipts from sales by wholesale of taxable goods exceeds £500 a month. 'Sale by wholesale' is defined as sale of goods to a person who sells that class of goods in the course of business, and does not include sale to a person providing a service (e.g. plumbing or house decorating) or to a person engaged in the hiring of goods. Sales in the latter category will be regarded as retail sales and tax, where applicable, will have been borne at an earlier stage. Retailers (except some larger retailers) will not be concerned, except that the tax may be passed on to them in increased wholesale prices. There are provisions exempting manufacturers and wholesalers whose receipts from sales by wholesale are below specified levels (£150 a month in the case of a manufacturer and £500 a month in the case of wholesalers); and provisions making large retailers (e.g. multiples and departmental stores), who buy in wholesale quantities for retail sale, liable to the tax.

Wholesale Tax will be payable in addition to any Turnover Tax to which a trader may be liable.

Exempt goods are goods which are already exempt from Turnover Tax, together with food, drink, tobacco, medicines, clothing, fuel and hydrocarbon oils. Other goods may be exempted by Order. It has been announced that yarns and cloth of kinds used in the manufacture of clothing; assembly parts of motor cars; cars sold by persons other than manufacturers, assemblers and importers; and accounting machines will be so exempted. It has also been announced that certain building materials in addition to those already exempt from Turnover Tax will be exempted both from the Turnover Tax and the Wholesale Tax. A summarized list of exempt goods is given below.

Every person whose activities make him liable to the tax is required to register with the Revenue Commissioners, by whom he will be allotted a Wholesale Tax registration number. Receipts from sales of taxable goods to registered persons will not be liable to the tax provided the purchaser has quoted his registration number in writing to the seller. There is provision for allowing manufacturers who do not sell taxable goods but use substantial quantities of taxable goods as materials to register in order to obtain the materials at tax-free prices.

The tax will be charged on payments received on or after October 1 regardless of the date of sale or, on request by the accountable person, on sales made after October 1. In the latter case, allowance is made for bad debts, discounts, etc. Manufacturers and wholesalers are free to pass on the tax by increasing prices by the amount necessary to recoup themselves, but they may not make larger increases except in accordance with the processes required by the price control rules. It is to be noted that the tax will be charged on the gross receipt, i.e. on the price plus the addition to offset the tax. Thus, if a registered wholesaler sold to a customer registered for Turnover Tax but not registered for Wholesale Tax, the rate of tax chargeable would be 5 per cent and he would have to add approximately 5¼ per cent to his price

to recover the tax in full; if the customer was not registered either for Turnover Tax or Wholesale Tax, the seller would be liable for both taxes, of 7½ per cent together, and would have to add about 8.1 per cent to recover in full. There is provision in the Act allowing a person liable to the tax who has sold goods before October 1 but is not paid until afterwards to increase the price by the appropriate amount.

As in the case of Turnover Tax, persons accountable for Wholesale Tax are required by the Act to keep accounts of transactions, to make monthly returns to the Revenue Commissioners' Office of taxable turnover and to pay the tax due monthly. The returns and payments have to be made between the 10th and 19th of each month in respect of receipts during the preceding month.

Imports

Section 11 of the Act states that the provisions applying to internal trade shall not apply to imports but that tax at 5 per cent of the landed duty-paid cost shall be charged on all goods imported on or after October 1 except goods declared to be not chargeable. In effect, exempt goods will not be liable to the tax on import, nor will any goods imported by a registered manufacturer or wholesaler. Wholesale Tax charged on imports will be collected with customs duty, if any, at the point of entry.

It will be important for exporters to ascertain in advance whether customers in the Republic are registered for Wholesale Tax as well as for Turnover Tax in order to know whether consignments will be assessed for these taxes on imports. Importers who are registered for Turnover Tax may not be registered for Wholesale Tax, and sales to them will be liable to the 5 per cent addition on import although exempt from Turnover Tax.

As in the case of Turnover Tax it is not legally necessary for importers to inform overseas suppliers in writing of their Wholesale Tax numbers, nor for exporters to quote the numbers on invoices or shipping documents, in order to establish exemption of goods on import; it will be sufficient for importers to supply their numbers to the customs authorities when entering the goods. Nevertheless, as experience has shown in regard to Turnover Tax, it will make for quicker clearance of goods if exporters will quote Wholesale Tax numbers and Turnover Tax numbers on documents when requested to do so.

Parcel post

The same rules will apply as for Turnover Tax. When goods are consigned by parcel post, it will be necessary for the exporter to quote both the importer's Wholesale Tax number and Turnover Tax number on the customs declaration form affixed to the parcel if exemption from both taxes is to be established on import. If this is not done, the importer will have to pay the appropriate tax before he can take delivery of the parcel, even though in fact he may be registered. If registered, it would then be open to him to apply for a refund, but in order to avoid putting importers in this position, it will be important that exporters should ascertain their customers' Wholesale Tax and Turnover Tax numbers before despatching goods by post.

The position of agents and representatives in the Republic

Again the position is the same as in the case of Turnover Tax. If taxable goods are consigned on import direct to a customer against orders taken by an agent or representative, but the agent or representative does not handle them at import, it will be for the customer to establish exemption by giving his Wholesale Tax number on the customs entry form. If, however, they are consigned to the agent or representative, whether for supply to customers against orders already taken or for stock, Wholesale Tax will be charged on import unless the agent or representative is a registered wholesaler. Sales of imported goods by registered wholesalers will be treated in the same way as other internal sales, and the registered wholesaler will be required to include receipts from their sale in his monthly returns and in assessing his monthly payments of tax. The Revenue Commissioners are prepared to consider applications from United Kingdom exporters for the registration of their branches in the Irish Republic provided that the exporter undertakes to keep accounts in the prescribed form, and, if the accounts are kept in the United Kingdom, to make them available on request for inspection by the Revenue Commissioners' representatives.

Effect of the tax for British exports

All commercial imports, in effect, are free of Turnover Tax on import, but this will not be the case in regard to Wholesale Tax. While Wholesale Tax will apply to a narrower range of goods, there will be fewer importers registered for Wholesale Tax than for Turnover Tax. Exports of taxable goods direct to retailers (except to the registered large retailers) and to other customers and import agents who are not registered wholesalers, will be subject to the additional impost of 5 per cent. Exports of taxable goods to registered wholesalers, although tax free on import, will be liable to price increase by the action of the importers in passing on the tax which they must pay on sale of the goods.

Further information

A leaflet entitled 'The Wholesale Tax', giving fuller information about the working of the tax, is available from the Revenue Commissioners. Detailed instructions about registration, accounts, returns required etc., are given in the Wholesale Tax Regulation 1966 (S.I. No. 195 of 1966), which can be purchased from the Government Publications Sale Office, GPO Arcade, Dublin 1, or through booksellers (price 1s.). Inquiries about the tax should be addressed to The Revenue Commissioners (Wholesale Tax Branch), Dublin Castle, Dublin 2.

Summarized list of exempt goods

Goods exempt from the 2½ per cent Turnover Tax:

Agricultural plant, machinery and equipment.
All exports made by wholesalers and manufacturers.
Basic building materials – earth, stone, gravel, sand and cement, and also asphalt, bitumen, pitch and tar for road construction.
Commercial fishing gear.
Certain heavy plant, machinery and equipment of a type used in building.
Certain plant, machinery and equipment specially designed for rail transport.
Seeds, fertilizers, animal feeding-stuffs and similar agricultural goods.
Tractors, lorries, vans, etc.

(*Continued on next page*)

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IRISH REPUBLIC, *continued*

Food

This exemption applies to all substances which are normally used for human consumption. It, therefore, includes, as well as the ordinary staple foodstuffs such as bread, meat, butter, etc., such items as:

Biscuits
Fruit
Ice-cream
Sugar confectionery
Sweets.

Drink

This exemption applies to all liquids which are normally drunk by human beings, including alcoholic and non-alcoholic drinks.

Tobacco

This exemption applies to:

Cigarettes
Cigars
Pipe tobacco
Snuff.

Such goods as ash trays, cigarette holders, cigarette lighters and pipes are not exempt, nor are matches.

Medicine

This exemption applies to:

Liniments, ointments and balms
Liquids and solids which are normally consumed as medicine
Liquids suitable for injection.

The exemption does not apply to such goods as cosmetics, detergents, perfumes, shaving cream, soap and toothpaste.

Clothing

This exemption applies to:

Gloves
Footwear
Handkerchiefs
Headgear
Outerwear
Protective clothing
Pyjamas and nightdresses
Sportswear
Underwear.

The exemption does not apply to such goods as bedclothes and table linen, carpets and rugs, furnishings, handbags, jewellery, sun glasses, travelling rugs, umbrellas and walking sticks.

Fuel

This exemption applies to:

Coal
Gas (including gas sold in containers)
Turf
Wood in the form commonly used as fuel.

The tax does not apply to electricity.

Hydrocarbon oils

This exemption applies to:

Diesel oil
Oils and greases
Paraffin
Petrol.

Cigarette-lighter fuel imported in cans is not exempt.

Goods to be exempted by Order

Yarns and cloth of kinds used in the manufacture of clothing.

Passenger motor vehicles sold by persons other than manufacturers, assemblers and importers. (This will include buses and minibuses; commercial vehicles, new or used, are exempt since they are exempt from Turnover Tax).

Assembly and replacement parts of motor vehicles. (The exact range has yet to be defined).

Accounting machines, including computers, calculating machines and cash registers. (The exemption will apply to machines classifiable under Tariff Headings 84.52 and 84.53 in the Irish Republic Tariff and parts for these machines).

Building materials not already exempt from Turnover Tax, the following:

processed stone; sewer pipes, junctions and fittings of concrete or clay; roof tiles, slates and ridges, roofing and dampcourse felts and materials used for similar purposes; tarmacadam, tar, asphalt, bitumen and pitch, whether supplied for road-making or other purposes, bricks, concrete blocks and concrete products such as paving slabs, piles, lintels, cills, beams and members and precast concrete units, flue liners, plaster and plaster board, corrugated metal, asbestos sheets and floor tiles.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1. (*Tel. Abbey* 7877, *Ext.* 2653-6), *and not to Her Majesty's Stationery Office.*

EUROPEAN ECONOMIC COMMUNITY

Rules of competition — restrictive trade agreements and domination of markets

THE *Journal Officiel des Communautés Européennes* No. 156 dated August 26, 1966 contains a notice inviting comments from all interested parties on a draft Regulation concerning the application of Article 85 of the Treaty of Rome to certain categories of agreements and concerted practices.

An unofficial translation of the notice and draft Regulation is given below. An unofficial translation of Regulation No. 19/65/CEE was published in the *Board of Trade Journal* dated April 6, 1965.

Restrictive Trade Agreements and Domination of Markets (Articles 85 to 90 of the Treaty establishing the EEC)

Notice pursuant to Article 5 of Regulation No. 19/65/CEE of March 2, 1965 concerning the application of Article 85 paragraph 3 of the Treaty to certain categories of agreements and concerted practices

(66/502/CEE)

In accordance with the provisions of Article 5 of Regulation No. 19/65/CEE, the Commission invites all interested persons to make known their comments on the attached draft 'Regulation concerning the application of Article 85 paragraph 3 of the Treaty to certain categories of bilateral agreements on exclusive rights and concerted practices' by sending them, up to October 31, 1966, to the following address:

Commission de la Communauté économique européenne,
Direction generale 'Concurrence',
Direction 'Ententes et Monopoles',
12, avenue de Broqueville,
Brussels 15 (Belgium).

Draft regulation concerning the application of Article 85 paragraph 3 of the Treaty to certain categories of bilateral agreements on exclusive rights and concerted practices

THE COMMISSION OF THE EUROPEAN ECONOMIC COMMUNITY,

having regard to the Treaty establishing the European Economic Community, and in particular Articles 87 and 155,

having regard to Regulation No. 17 of February 6, 1962 (1),

having regard to Regulation No. 19/65/CEE of March 2, 1965 (2) concerning the application of Article 85 paragraph 3 of the Treaty to certain categories of agreements and concerted practices,

having regard to the opinion of the Consultative Committee on Restrictive Trade Agreements and Domination of Markets in accordance with Article 6 of Regulation No. 19/65/CEE,

1. Whereas the Commission is competent to apply, by means of a regulation, Article 85 paragraph 3 of the Treaty to certain categories of bilateral agreements on exclusive rights and concerted practices falling within the provisions of Article 85 paragraph 1; whereas agreements on exclusive rights may fall within the provisions of Article 85 paragraph 1 of the Treaty; whereas, according to the judgement of the Court of Justice in case 32-65, not every agreement belonging to the category in question has however necessarily to combine the conditions laid down in Article 85 paragraph 1 of the Treaty;

2. Whereas the Commission has acquired sufficient experience, in particular on the basis of individual decisions, and whereas it is therefore advisable to adopt such a regulation with a view to defining a first category of agreements and concerted practices for which it can be admitted that they normally fulfil the conditions laid down in Article 85 paragraph 3;

3. Whereas, since the adoption of such a regulation does not conflict with the application of Regulation No. 17, there is consequently no interference with the right of enterprises to apply, individually, to the Commission for a declaration under Article 85 paragraph 3 of the Treaty;

4. Whereas in the present state of trade exclusive rights agreements relating to international trade generally speaking involve an improvement in distribution; whereas the entrepreneur is in fact thus able to concentrate his activities relating to the sale of his product; whereas he is not forced to maintain multiple business contacts with a large number of re-sellers and whereas the fact of maintaining contact with a single re-seller makes it easier to cope with the difficulties arising, for sales, from divergencies of a linguistic or legal order or others; whereas the nomination of an exclusive re-seller facilitates the promotion of sales of a product and makes it possible to operate on the market more intensively and to guarantee continuity of supply while rationalizing distribution; whereas in addition the nomination of a sole concessionaire responsible, instead of the manufacturer, for promoting sales, launching the product, after-sales services and storage is often the sole means for small and medium enterprises to face competition on the market;

5. Whereas as a general rule such exclusive rights agreements also contribute to allowing consumers a fair share of the resulting profit, owing to the fact that they benefit directly from the improvement in distribution and that their position is improved from the economic point of view or with regard to supply since they are able, for example, to

obtain products manufactured abroad more quickly and more easily; whereas allowance should in addition be made for the fact that, if there is effective competition, it will be reflected in the fixing of fair prices for the consumer and that it can be expected, generally speaking, that this will be the case if parallel imports are possible in law and in fact; whereas, in that case, the prices charged to the consumer are not in fact appreciably higher in general than the prices charged in the manufacturer's country, after deducting transport costs, fiscal and customs duties and the other necessary taxes and charges;

6. Whereas provision may be made for obligations which, in relation to the purchase and distribution of the products covered by the contract, are indispensable for operating more intensively on the market and promoting sales of the said products; whereas the same also applies if, in exclusive rights contracts linked to contracts relating to the use of trade marks, a specific external appearance of products or the use of certain marks are imposed on the sole concessionaire; whereas the extent to which restrictions of competition are indispensable must be assessed depending on the aims pursued in the agreement and whereas it is the state of the market and the position of the contracting partners on it which determine the provisions contained in exclusive rights contracts with a view to obtaining for the best the advantages sought through exclusive rights;

7. Whereas the creating of any possibility for eliminating competition in respect of a substantial part of the goods concerned should be avoided; whereas therefore it should be ensured that a product covered by an agreement is subject to effective competition from like products in the territory covered by the contract and in particular that other manufacturers do not find access to the sole concessionaire's stage of distribution obstructed;

8. Whereas it is advisable to give contracting partners the opportunity, in accordance with Article 4 of Regulation No. 19/65/CEE, to adapt their agreements and practices to the conditions laid down in the present regulation up to a certain date without it being possible, under the terms of Article 4 paragraph 3 of Regulation No. 19/65/CEE, to invoke that provision in disputes at law on the cause list at the date of entry into force of the present regulation or to use it as a basis for a claim for damages against third parties;

9. Whereas exemption cannot be obtained if the conditions listed in Article 85 paragraph 3 are not fulfilled; whereas the Commission may therefore, in pursuance of Article 7 of Regulation No. 19/65/CEE, determine, by means of a decision, the conditions which must be fulfilled by an agreement or a concerted practice which, as a result of certain circumstances, has effects incompatible with Article 85 paragraph 3;

10. Whereas Article 4 paragraph 2 *bis* of Regulation No. 27 as amended by Regulation No. 153 should be annulled; whereas that provision did not in fact have any purpose other than to serve as a transitional system until the adoption of a regulation relating to exemptions by categories, HAS ADOPTED THE PRESENT REGULATION:

Article 1

In accordance with the provisions of Article 85 paragraph 3 of the Treaty establishing the European Economic Community, and subject to the conditions laid down in the present regulation, Article 85 paragraph 1 of the said Treaty is declared inapplicable until December 31, 1971 to bilateral agreements whereby:

(a) an enterprise carrying on a business in a Member State undertakes in relation to a re-seller whose business is carried on in another Member State, or else an enterprise carrying on a business in a third State undertakes in relation to a re-seller whose business is carried on in the Common Market to supply certain products with a view to their re-sale within a limited part of the territory of the Common Market to that re-seller only, or

(b) a re-seller undertakes in relation to an enterprise whose business is carried on in another Member State or in a third State to buy from it alone certain products with a view to their re-sale within a limited part of the territory of the Common Market, or

Standing in front of the giant 4,000-ton chassis press, three production engineers from Fiat in Turin are welcomed by Mr. H. E. Tudor, main board director (director), when they toured the John Thompson Motor Pressings Limited factory recently. The visitors, Signors Sedoni, Lei and Venturi, who requested this visit to the company, are in the country for the opening of the Commercial Motor Show at Earls Court. John Thompson are major suppliers to the commercial vehicle industry both in this country and overseas. Also in the picture are Mr. J. Webb, director (far right), Mr. L. W. Green, engineer (far left) and Mr. S. Astley, projects engineer (second left).

(c) the two contracting partners make provision, with a view to resale, for exclusive supply and purchase commitments of the above-mentioned type, provided that the contracting partners have not imposed on the sole concessionaire commitments with regard to distribution other than those listed below:

– neither to manufacture nor distribute products competing with the product covered by the contract during the duration of the latter;
– only to advertise in the territory covered by the contract;
– to sell the products covered by the contract under the marks or external appearance used by the manufacturer to individualise the products covered by the contract;
– to take certain measures appropriate for promoting distribution and in particular to advertise, and to ensure the maintenance of stock, the after-sales service and the guarantee.

Article 2

The declaration referred to in Article 1 shall only apply in cases where:

1. The products referred to in the contract are subject, in the territory covered by the contract, to effective competition from like products;

(*Continued on next page*)

Robert Hough

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EUROPEAN ECONOMIC COMMUNITY, *continued*

2. It is not appreciably more difficult for other manufacturers to sell like products at the same stage of distribution as that of the sole concessionaire;
3. Manufacturers of competing products do not entrust each other reciprocally with their distribution;
4. The sole concessionaire has not, without valid reason from an objective point of view, excluded certain categories of buyers from being supplied;
5. The exercise of the right, for intermediaries or consumers, to obtain the products referred to in the contract from another reseller within the Common Market is not made more difficult; in particular, the contracting partners may not exercise any right, including those arising from trade-mark laws, nor adopt any measures preventing third parties from obtaining the products referred to in the contract elsewhere in the Common Market or from selling them in the territory covered by the contract;
6. The exercise of the right, for the sole concessionaire, to supply customers outside the territory covered by the contract too is not made more difficult.

Article 3

1. The declaration referred to in Article 1 shall apply on the date from which the conditions laid down in Articles 1 and 2 are fulfilled.
2. However, in the case

– of agreements which existed on March 13, 1962 and which were to be notified in implementation of Article 5 paragraph 1 of Regulation No. 17, but which were not notified or which were only notified after January 31, 1963.

– of agreements concluded after March 13, 1962 but before the entry into force of the present Regulation, and which have to be notified in implementation of Article 4 paragraph 1 of Regulation No. 17, the declaration shall only apply from the day of notification or, if the latter has not been made before the entry into force of the present Regulation, from the said entry into force.

Article 4

The declaration referred to in Article 1 shall also apply to agreements which existed on March 13, 1962, which were notified before February 1, 1963 and which do not fulfil the conditions laid down in the present Regulation:

– if they are amended within three months of the entry into force of the present Regulation so that they comply with the conditions laid down by the latter;

– if their amendment is reported to the Commission on .....[3] at the latest; the date taken into consideration to that end is that of receipt of the relevant notice by the Commission; however, in the case of despatch by registered letter, the date shown by the postmark of the place of despatch shall be regarded as the date of receipt.

Article 5

Articles 1 to 4 of the present Regulation shall apply by analogy to concerted practices in which only two enterprises participate.

Article 6

1. Notifications of agreements concluded before the entry into force of the present Regulation and notified in simplified Form B1 in implementation of Article 4 paragraph 2 *bis* of Regulation No. 27 shall be regarded as governed by the present Regulation if one of the enterprises which are parties to the agreement raise no objections within six months of the entry into force of the present Regulation.
2. Any objections must be made in the form of a registered letter addressed to the Commission; a copy of the agreements must be attached or, in the absence of a written agreement, the terms of the verbal agreements. The date shown on the postmark of the place of despatch shall be regarded as the date of receipt of the registered letter.

Article 7

Article 4 paragraph 2 *bis* of Regulation No. 27 of May 3, 1962, as shown in Regulation No. 153 of December 21, 1962, shall be annulled.

Article 8

The present Regulation shall enter into force on the day of its publication.

The present Regulation shall be binding in its entirety and directly enforceable in all Member States.

Done at Brussels.

By the Commission
The President

(1) J.O. No. 13 of February 21, 1962, page 204/62.
(2) J.O. No. 36 of March 6, 1965, page 533/65.
(3) Approximately four months after the entry into force of the Regulation.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

BELGIUM

Notification of price increases

UNDER THE TERMS of a Belgian Ministerial Order dated September 2, 1966 (*Moniteur Belge* No. 171 of September 6), price increases for all products, materials, foodstuffs or goods and also for all services, must be notified to the Ministry of Economic Affairs.

At the same time the Ministerial Order dated May 9, 1966 (*Moniteur Belge* No. 91 of May 11) relating to a price freeze, a notice about which was published in the *Board of Trade Journal* of July 8, 1966, page 128, was abolished.

The full text of the above-mentioned Order (in French) may be seen at Export Services Branch, Tariff Section, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479).

SWEDEN

Temporary exemption of certain products from import duty

THE SWEDISH GOVERNMENT have issued the following consolidated list of items that will be exempt from import duty during the period July 1, 1966, to June 30, 1968.

Tariff and sub-heading No.		Description
15.10	600	Non-chemically defined fatty alcohols (mixtures) mainly consisting of fatty alcohols of at least 10 carbon atoms.
28.49	100	Silvernitrate.
29.01	540	Dodecylbenzene.
29.04	100	Methanol.
	600	Monohydric alcohols of at least 10 carbon atoms.
29.14	340	Vinyl acetate, esters of metacrylic acids and of acrylic acids.
29.15	130	Maleic acid and maleic anhydride acid, fumaric acid.
	190	Adipinic acid, azelaic acid and sebacic acid.
29.26	200	Hexamethylentetramine in solid form.
29.27	000	Acrylonnitrile.
29.30	901	Isocyanates.
29.35	110	Furfuraldehyde and furfurylalcohol.
	991	Methylethylpiridine.
	999	Caprolactum, intended exclusively for use in manufacturing textile fibres.
38.19	920	Compounded alkylbenzenes of the kind used in the manufacture of surface active substances.
	999	Non-chemically definable isocyanates.
39.01	302	Polycaprolactum, intended exclusively for use in the manufacture of textile fibres.
39.02	810	Sheets of polyvinylbutyral, intended exclusively for use in manufacturing laminated safety glass.
69.02	909	Fireproof construction material of ceramic carbon products.
82.05	809	Grain plates for pressing leather.
82.06	900	Spiral-shaped knives for mounting on rollers for leather working machinery or textile machinery.
84.11	400	Multi-staged compressors of turbine type with a working pressure exceeding 4 atmg.
		Multi-staged compressors of piston type with a working pressure exceeding 25 atmg.
84.14	300	Baking ovens (for wafers).
84.16	200	Calenders and similar machines for the textile industry.
	910	Cylinders therefor.
84.17	500	Column rectifiers with their heat exchangers for fractionated distillation of liquid air with a capacity of at least 2,000 Nm^3 air per hour.
	600	Drying machines for shrinking shoe uppers on the last.
		Machines for drying leather in stretched condition (pasting dryers, including machines classified under other Stat. Nos. for the application of adhesives and for washing the glass plates on the dryers; vacuum dryers and so-called toggling dryers.
		Apparatus for drying glued soles.
	800	Baking ovens (for wafers).
		Tempering machines for chocolate with stirring equipment.
		Apparatus for steam treatment of stitched shoe uppers.
		Expansion machines of piston or turbine type for cooling compressed air.
84.21	800	Machines for automatic spraying of leather, including such machines built into drying machines.
84.22	809	Electrically controlled leather stocking machines.
		Forging manipulators.
84.30	100	Laminators.
		Cutting machines (for biscuits).
		Wafer saws with fixed cutting wires.
		Wafer and sandwich spreading machines.
	301	Machines for cleaning cocoa beans.
		Hydraulic presses for extraction of cocoa fat.
		Rolling mills for chocolate paste, conches.
		Chocolate moulding machines and chocolate coating machines with accompanying jigger and cooling tunnel.
		Machines for moulding, cutting or other shaping of chocolate confectionery, etc.
	900	Moulds for machines for chocolate and confectionery manufacture.
84.36	100	Machines and apparatus for extracting synthetic or artificial fibres.
	200	Machines and apparatus for processing textile fibres.
		The exemption from duty does not cover:
		Non-continuous dyeing machines.
		Carbonizing machines, etc.
	300	Machines and apparatus for spinning, doubling, rinsing, rolling or reeling of yarn and the like.
84.37	100	Looms.
		The exemption from duty does not covr:
		Wool looms intended for one or more spool carrying shuttles.
		Shuttleless looms into which the weft thread is introduced by means of an airstream.
		Looms for the manufacture of machine felt.
84.37	290	Knitting machines other than for handicrafts.

Tariff sub-heading	No.	Description
	800	Machinery for the manufacture of tulle, lace, embroidery, passementerie or net making; warp machines and warp glueing machines and other machinery and apparatus for preparing yarn for weaving, etc.
84.38	100	Auxiliary machines and auxiliary apparatus for machines classifiable under Stat. No. 84.37. *The exemption from duty does not cover:* Dobbies. Warp stop motions and weft stop motions.
	301 305	Spindles.
	401 405	Shuttles.
	500	Healds.
	905	Spinning nozzles. Pattern chains, pattern film bands, pattern cards, pattern drums and pattern wheels. Drawing rollers.
84.39	100	Machinery and apparatus for the manufacture or after-treatment of pressed felts, including machinery for the manufacture of felt hats. *The exemption from duty does not cover:* Hat blocks.
84.40	290	Washing machines for use in the textile industry.
	390	Pressing machines for lengths of material.
	400	Drying machines for the textile industry. *The exemption from duty does not cover:* Apparatus for high pressure drying.
	500	Dyeing machines. *The exemption from duty does not cover:* Apparatus for high pressure dyeing. Dyeing machines with a rotating drum.
	600	Machinery and apparatus for printing yarn fabrics or pressed felt.
	800	Other machinery for the textile industry intended for bleaching, stiffening or other after-treatment of yarn, fabrics or other textiles; rolling, folding and cutting machines for fabrics and other textiles.
	920	Rollers for printing on yarn, fabrics and pressed felts.
	920 990	Guides for introduction of fabrics into textile machines.
	990	Heating shoes for shrinking machines.
84.41	100	Sewing machines for sewing insoles, middle soles and/or outer soles on to shoes.
	809	Sewing machines (other than machines mainly intended for domestic purposes). *The exemption from duty does not cover:* Blind stitching machines. Non-automatic shuttle seaming or seam machines.
84.42	100	Machinery and apparatus for the preparation or processing of hides, leather or skins.
	200	Shoe making machinery (other than sewing machines). *The exemption from duty does not cover:* Punching machines. Riveting machines. Delasting machines. Combined finishing machines. Machines for vulcanizing rubber soles on footwear. Machines for spraying plastic soles on footwear.
84.43	402	Die-casting machines.
84.45	104	Numerically controlled chip forming machines whose information carrier is a punched tape or magnetic band. *The exemption from duty does not cover:* Single-spindle drilling machines without automatic tool exchange, weighing each less than 6,000 kg., the weight of separate control system not included. Other drilling machines, weighing each less than 4,000 kg., the weight of separate control system not included. Milling machines, weighing each less than 8,000 kg., the weight of separate control system not included. Milling machines, weighing each less than 6,000 kg., the weight of separate control system not included. Other chip forming machines.
	104	Automatic lathes. *The exemption from duty does not cover:* Automatic turret lathes, each weighing less than 4,000 kg.
	109	Vertical lathes.
	205	Horizontal drilling machines with a spindle diameter exceeding 80 mm., and each weighing more than 8,000 kg. Ganged spindle drilling machines. Radial drilling machines, each weighing more than 1,500 kg.
	255	Milling machines, each weighing more than 8,000 kg.
	305	Honing machines.
	409	Circular saws.
	500 —	Horizontal headers for automatic production of threaded bolts.
	802	Bar and tube presses. Toggle presses of over 250 tons pressure capacity. Screw presses with over 750 tons pressure capacity. Horizontal crank and eccentric shaft presses with over 400 tons pressure capacity. Other crank and eccentric shaft presses with over 700 tons pressure capacity or with over 500 tons pressure capacity and with a surface area of at least 2,500 by 1,500 mm.
	809	Machinery for the production of spiral-welded tubes. Electric spark machines with an input power of the spark generator exceeding 10 kilowatts. Machinery for the production of cloth or net of metal wire. *The exemption from duty does not cover:* Looms for the manufacture of wire cloth.
84.56	100	So-called 'ball-race mills' (mills with grinding balls fixed in horizontal rings).
84.57	900	Perforated so-called spinners for machines for the manufacture of glass fibre. Platinum parts for machinery and apparatus under heading 84.57.
84.59	390	Machinery for the production of X-ray film.
	809	Adhesive applicating machines for the manufacture of footwear. Machines for colouring sole edges. Machines for polishing, milling, roughening, folding, etc., of shoe soles and shoe uppers. Machinery for the manufacture of cordage and rope made from textiles. Oil skimmers operating with rotating drums for the removal of oil (e.g., waste oil) from water surfaces.
	970	Fuel elements for nuclear reactors based on uranium, with an enrichment degree (U 235 content) of 10 per cent or more.
85.11	120	Bakery ovens (wafers).
	190	Lacquering ovens for copper wire.
87.12	220	Complete wheel hubs for cycles.
	290	Complete pedals and gears for cycles.
90.16	609	Machine propelled, automatically registering measuring machines for leather.
Various Stat. Nos.		Complete plants for the manufacture of synthetic textile fibres by means of a continuous production process.

SPAIN

Importation of preserved foodstuffs

IN THE *State Gazette* of September 5 the Spanish authorities announced that, as from November 5, 1966, preserved foods, salted fish, meat preserves and their derivatives, and other food preparations for importation into Spain must carry the following information in Spanish:

(a) Country of origin.
(b) Classification of the product.
(c) Form of preparation (i.e., whether in olive oil, seed oil, tomato juice, etc.).
(d) Details of the ingredients.
(e) Any additives to the product (colouring, etc.).
(f) Net weight of the foodstuff expressed in decimals of kilogrammes and grammes, etc.).
(g) Instructions for the use of the product.
(h) In the case of a semi-preserved product mention must be made in Spanish that it is a 'semi-preserve and must be kept in a cold place', with details of the month and year of preparation.

The above information must be given on the container of the product itself or on a label firmly attached to the container. The size of the lettering to be used is as follows:

For (b) above, not less than 3 millimetres.

For (c) above, not less than 2 millimetres.

Wording in other languages on the containers or labels is permitted provided that this does not cause confusion with the information in Spanish. The lettering in other languages can be smaller than that in Spanish.

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

IRAQ

Outbreak of cholera

TRAVELLERS VISITING Iraq and intending to visit other Middle Eastern countries are advised to have with them an International Certificate of Vaccination against cholera. This certificate is valid for six months, and the necessary form may be obtained from the Ministry of Health, Alexander Fleming House, Elephant and Castle, London, S.E.1. Travellers should consult their doctor about getting vaccinated.

Because of an outbreak of cholera in Iraq difficulties are occurring at land frontiers when travellers are not in possession of an International Certificate of Vaccination against cholera. In some cases land frontiers have been closed. Air services are restricted, and travellers are advised to obtain up-to-date information from appropriate embassies in this country.

It is advisable therefore to make Iraq the last port of call.

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LEBANON

Customs tariff

THE FOLLOWING amendments have been made to the Lebanese Customs Tariff:

Heading No.	Description	Basis for Collection	Normal Tariff
66.01	Umbrellas and sunshades (including walking stick umbrellas, umbrella tents and garden and similar umbrellas)	*Ad val.*	18%
	the duty to be not less than	Dozen	L.L. 12·00
51.01	Yarn of man-made or synthetic fibres (continuous), not put up for retail sale:		
	(a) Containing at least 80% by weight of man-made or synthetic fibres	*Ad val.*	Free
	(b) Other:		
	(1) Mixed with wool but containing no other textile material	K.N.	275 Piastres
	the duty not to be less than	*Ad val.*	14%
	(2) Other		(1)
53.07	Yarn of combed sheep's or lamb's wool (worsted yarn) not put up for retail sale:		
	(a) Containing at least 80% by weight of combed wool	K.N.	275 Piastres
	the duty not to be less than	*Ad val.*	14%
	(b) Other		(4)
53.10	Yarn of sheep's' or lamb's wool, of horsehair or of other animal hair (fine or coarse), put up for retail sale:		
	(a) Containing at least 80% by weight of sheep's or lamb's wool or of other animal hair or of horsehair	K.N.	275 Piastres
	the duty not to be less than	*Ad val.*	18%
	(b) Other		(4)
53.11	Woven fabrics of sheep's or lamb's wool or of fine animal hair:		
	(a) Containing at least 80% by weight of sheep's or lamb's wool or of fine animal hair:		
	(1) Weighing 300 grammes or less per square metre, selvedges included	K.N.	825 Piastres
	the duty not to be less than	*Ad val.*	28%
	(2) Other.	K.N.	735 Piastres
	the duty not to be less than	*Ad val.*	25%
	(b) Other		(4)
56.05	Yarn of man-made or synthetic fibres (discontinuous or waste), not put up for retail sale:		
	(a) Containing at least 80% by weight of man-made or synthetic fibres	K.N.	275 Piastres
	the duty not to be less than	*Ad val.*	14%
	(b) Other:		
	(1) Of synthetic fibres containing not more than 20% by weight of sheep's or lamb's wool and not more than 5% by weight of other textile material	K.N.	275 Piastres
	the duty not to be less than	*Ad val.*	11%
	(2) Of man-made fibres containing not more than 20% by weight of sheep's or lamb's wool and not more than 5% by weight of other textile material	K.N.	275 Piastres
	the duty not to be less than	*Ad val.*	14%
	(3) Other.	K.N.	275 Piastras
	the duty not to be less than	*Ad. Val.*	14%
56.07	Woven fabrics of man-made or synthetic fibres (discontinuous):		
	(a) Containing at least 80% by weight of man-made or synthetic fibres:		
	(1) } (2) } No change.		
	(3) Other fabrics, weighing per square metre:		
	(a) (No change).		
	(b) More than 75 grammes and not more than 180 grammes	K.N.	920 Piastres
	the duty not to be less than	*Ad val.*	28%
	(c) More than 180 grammes	K.N.	825 Piastres
	the duty not to be less than	*Ad val.*	28%
	(b) Other		(1)
60.01	Knitted or crocheted fabric, not elastic nor rubberized:		
	(a) } (b) } Unchanged.		
	(c) Of wool or of fine animal hair	K.N.	950 Piastres
	the duty not to be less than	*Ad val.*	28%
	(Rest unchanged).		
60.04	Undergarments, knitted or crocheted, not elastic nor rubberized:		
	(a) } (b) } Unchanged.		
	(c) Of wool or of fine animal hair	K.N.	950 Piastres
	the duty not to be less than	*Ad val.*	28%
	(Rest unchanged).		

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

TURKEY

Global import quotas and liberalization lists

THE FOLLOWING amendments should be made to the Turkish import list published in the *Board of Trade Journal* on August 5, 1966 (pages 364-373).

Global import quotas

Page No.	Quota Serial No.	Tariff Statis. No.	
368	203	73.03	A supplementary quota of $250,000 is transferred to this item from quota serial number 440 on page 372.
369	222	73.14.30	A supplementary quota of $14,000 is transferred to this item from quota serial number 440 on page 372.
			NEW QUOTA
	458	48.16.10	Packing boxes: A new Importers' quota of $1,000 is transferred to this item from serial number 440 on page 372. (The quota will be at the disposal of the Ministry of Industry).

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

SUDAN

Import restrictions

NOTICES ABOUT Sudanese import restrictions were announced in the *Board of Trade Journal* on July 29, August 5 and August 12. Though the operation of the regulations and the restrictions generally are far from clear, British exporters should ensure, before accepting orders from Sudanese merchants, that the revelant licence or registration form has been franked by the Bank of Sudan. In the absence of firm assurance or guarantee of payment, an irrevocable letter of credit is still recommended.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2358). Please quote reference CRE 1299/3G.

KENYA

Customs tariff amendment

GOVERNMENT NOTICE No. 227, published in the *Kenya Official Gazette* of August 2, announces the Customs Tariff (Suspended Duty) (Imposition) (No. 3) Order, 1966, which was effective from July 28, 1966. Under this Order the suspended duty in respect of paragraph (b) of item 143A (relating to radio and television receiver parts and accessories, excluding batteries and n.e.s.) in the First Schedule to the Customs Tariff Act is hereby imposed.

Note: The effect of this amendment is to bring the duty on these items to 37½ per cent *ad valorem*.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

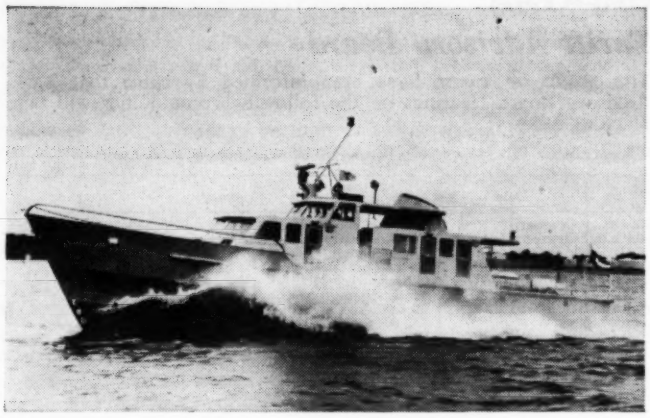
TANZANIA

Customs tariff amendments

GOVERNMENT NOTICE No. 243, published in the *United Republic of Tanzania Gazette* of September 2, announces the Customs Tariff (Imposition of Suspended Duty on certain Bottles and Jars) Notice, 1966, which was effective from August 5, 1966. Under this Order the suspended duty of 30 per cent *ad valorem* in respect of paragraph (a) of item 79 (relating to common empty bottles and jars) in the First Schedule to the Customs Tariff Act is hereby imposed. In the Schedule to Government Notice No. 247 (Bottles and Jars) Order, 1966, published below, details are given of the type of bottles referred to in this notice.

Note:

The effect of this amendment is to bring the duty on these items



One of two 78-feet Rolls-Royce powered patrol boats for the Kuwait Government shipped from the Woolston, Southampton, yard of John I. Thornycroft & Co. Ltd. This completed an order placed with Thornycroft by the Ministry of Interior of the Government of the State of Kuwait in August 1965.

to 30 per cent *ad valorem*.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

Import duty on some bottles and jars

GOVERNMENT NOTICE No. 247, the Customs Tariff (Bottles and Jars) Notice, 1966, published in the *United Republic of Tanzania Gazette* of September 2, states that all bottles and jars of the types described in the Schedule hereto are hereby specified for the purpose of item 79(a) of the First Schedule to the Customs Tariff Ordinance:

The Schedule

(1) Standard bottles (for beer and soft drinks).
(2) Bottles of square or hexagonal section for use in packing sauce or ketchup.
(3) Dark green glass wine bottles with push-up bottoms.
(4) Mineral water and cordial bottles of emerald green glass.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

Customs tariff amendment

GOVERNMENT NOTICE No. 245, published in the *United Republic of Tanzania Gazette* of September 2, announces the Customs Tariff (Imposition of Suspended Duty) (Asbestos Pipes, Piping and Tubes) Order, 1966, which was effective from July 8, 1966. Under this Order the suspended duty of 30 per cent *ad valorem* in respect of paragraph (d) of item 77 (relating to asbestos pipes, piping and tubes) in the First Schedule to the Customs Tariff Act is hereby imposed.

Note:

The effect of this amendment is to bring the duty on these items to 30 per cent *ad valorem*.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

MALAWI

Imported seed and plants regulations

THE MALAWI GOVERNMENT has prepared a Guide to Regulations in respect of Seed and Plants imported into Malawi.

Copies of this Guide may be inspected on application to the Export Services Branch, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 469).

Qualification for preferential rates of duty

THE CUSTOMS AND EXCISE (Specified Country Content and Process of Manufacture) Order, 1966, published as Malawi Government Notice No. 165 on July 29:

(a) Lists (in the First Schedule), the goods for which rebates of customs duties may be allowed in the case of manufactured goods of a specified country content, and where the last process of manufacture takes place in a specified country and
(b) Sets out (in the Second Schedule) the process of manufacture to which goods must be subjected in the specified country in which the last process of manufacture has been performed.

FIRST SCHEDULE

Item of the Customs Tariff	Goods Classified under that Item	Specified Country Content (not less than):
73	Towels; towelling napkins; and towelling in the piece	30%
75 (1)	All goods	30%
76	Printed piece-goods as defined in Note 1 hereunder	30%
76	Piece-goods, with the exception of printed piece-goods as defined in Note 1 hereunder	50%
119 (1)	Cables, wires, flexible cords, conductors, busbars and similar materials used as conductors or in connection with the generation, transmission or distribution of electric power	5%
121	All goods not being enamelled or coated	5%
126 (1)	Brazing alloys, welding electrodes; brass, bronze, copper and copper alloys in foil, rod, bar, slab, pellet, grain, block or powder form	5%
134	Brass or copper tube in the length and brass and copper tube in the length	5%
All items	All goods other than those mentioned above	25%

Note 1. Printed piece-goods means:
(a) fabric which has been subjected to any process of printing whereby there is printed on it a design or pattern covering the whole of the surface of the fabric or a substantial portion of it; or
(b) fabric which has been manufactured from yarns which have been subjected to any process of printing resulting in a fabric bearing a design or pattern over the whole of its surface or over a substantial portion of it:
Provided that for the purpose of this definition the word 'printed' excludes fabric printed on the reverse side only and material printed on either side with only fugitive colours or dyes.

SECOND SCHEDULE

Item of the Customs Tariff	Goods classified under that Item	Process of Manufacture
76	Piece-goods	All the processes of manufacture involved in the manufacture of the piece-goods from natural, artificial or synthetic fibres or filament whether or not such fibres or filament have been grown, produced or manufactured in the specified country in which the last process of manufacture has been performed.

NOTE: The effect of this notice is that goods subjected to the processes described or having the specified country content may be granted rebates of customs duties.

UGANDA

Customs tariff amendment

THE BOARD OF TRADE has received information of certain changes to the First Schedule of the Uganda Customs Tariff with effect from June 16, 1966. The details are as follows:

FIRST SCHEDULE

Item No.	Article	Import Duty	Suspended Duty
113	Dyes:		
	(c) Dyes, other than annatto, for colouring foodstuffs, beverages, cosmetics or toilet preparations	*Ad val.* 37½%	
143	Delete the word and comma 'radiograms,'		
143 A	Delete (a) and (b) and substitute the following:		
	(a) radio and television receiving sets and radiograms including those for use in motor vehicles and n.e.s.	*Ad val.* 50% (or each Shs. 50, whichever is the greater).	
	(b) radio and television receiver parts and accessories excluding batteries	*Ad val.* 30%	*Ad val.* 7½%

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

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MALAYSIA

Tariff Advisory Board

THE BOARD OF TRADE have been informed by cable that Tariff Advisory Board Hearings on the following commodities will take place as follows:

In Kuala Lumpur – 5th Floor, Hwa-Li Building, 63/65 Jalan Ampang, Kuala Lumpur.

Time	Date	Commodity
10 a.m.	October 10, 1966	Milk and cream.
10.0 a.m.	October 11, 1966	Chlorine, hydrochloric acid and caustic soda. Liquid bleach.
10.0 a.m.	October 12, 1966	Canned processed peas and baked beans. Gloves. Synthetic resin emulsions.
10.0 a.m.	October 13, 1966	Mosquito coils. Rubber footwear.
10.0 a.m.	October 14, 1966	Ballasts for fluorescent lamps. Pencils
In Kuching – Rural District Council Chamber, Kuching.		
2.30 p.m.	October 17, 1966	All commodities listed above.
10.0 a.m.	October 18, 1966	All commodities listed above.
In Jesselton – State Development Operations Room, Jesselton.		
10.0 a.m.	October 20, 1966	All commodities listed above.

A notice announcing that the Tariff Advisory Board intended to hold Public Inquiries on these commodities, and inviting persons who proposed to give evidence to notify the Tariff Advisory Board of their intention as soon as possible, appeared in the *Board of Trade Journal* dated August 26, 1966, *on page* 548.

Import control

THE MALAYSIAN *Government Gazette* dated August 25, 1966, announces that the Schedule to the Customs (Prohibition of Imports) (States of Malaya) (No. 2) Order, 1965, has been amended by adding thereto the following new items:

Tariff No.	Item	Country of Origin
698 301	Transmission chains for pedal cycles of not over 114 links .	China
G. 733	Parts and accessories of bicycles (including children's bicycles in the normal form of adult's bicycles), not motorized, falling under Group 733 of the Customs Duties Order, 1961	China

This means that the importation of the goods specified in the first and second columns and originating from the country shown in the third column of the above schedule are prohibited, except under and by virtue of an import licence granted by or on behalf of the Comptroller-General of Customs and subject to such conditions as may be specified in such licence.

Notices concerning this order appeared in the *Board of Trade Journal* dated November 19, 1965, page 1246; December 10, 1965, page 1417; March 11, 1966, page 569, March 25, 1966, page 703; and June 24, 1966, page 1448.

Removal of import restriction

The Schedule to the Customs (Prohibition of Imports) (Principal Customs Area) (No. 4) Order 1965 has also been amended by deleting the item bearing Tariff Code No. 841 422 *Stockings or Socks, and the like not of pure natural silk, not elastic nor rubberized, knitted or crocheted.* This means that an import licence is not required for these goods (unless they originate from China – vide Customs (Prohibition of Imports) (States of Malaya) (No. 2) Order, 1965, a notice about which appeared in the *Board of Trade Journal* dated March 25, 1966, page 703).

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the **Board of Trade Journal.**
Black and white prints. *These should be 'action' photographs showing U.K. goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination.*
Photographs of U.K. businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.
Colour photographs: *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

Pioneer Industries Ordinance, 1958

THE BOARD OF TRADE have been informed by cable that the Malaysian Government has announced that subject to representations made in writing to the Minister of Commerce and Industry before October 14, 1966, it is proposed to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industries	Products
(a) Manufacture of Miscellaneous Metal Products	Safes
(b) Chemicals	Formaldehyde

This notice means that an interested party has suggested to the Minister of Commerce and Industry that the products mentioned above should be made in the States of Malaya. Firms to which Pioneer Industries Certificates are granted will enjoy the benefit of exemption from Federal Company Tax for a period of from two to five years, depending on the amount of capital investment in Malaya.

All inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2273), quoting reference 1237/G.

AUSTRALIA

References to the Special Advisory Authority

DETAILS were given in the *Board of Trade Journal* of March 2, 1962 (page 472) of the Australian Government's decision in accordance with which quantitative restrictions may in future be imposed as an alternative, or as an addition to temporary duties.

A reference has now been made to the Special Advisory Authority in respect of **Metal working circular sawing machines** (Tariff item 84.45.219).

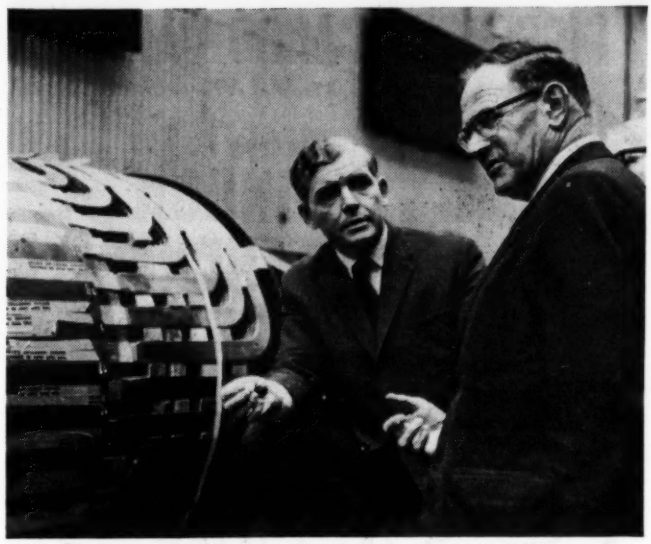
Details of the Tariff Items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
84.45	*Machine-tools for working metal or metallic carbides, etc. – continued:		
84.45.2	Sawing or filing machines; shaping, slotting, shaving or planing machines; grinding, honing, lapping or polishing machines:		
84.45.21	Sawing or filing machines:		
84.45.211	Hack sawing machines, single blade	40%	27½%
84.45.212	Band sawing machines	40%	27½%
84.45.213	Filing machines	40%	27½%
84.45.214	Abrasive cutting off machines, with diameter of cutting wheel not exceeding 24 inches	40%	27½%
84.45.219	Other	7½%	Free
84.45.22	Shaping, slotting, shaving or planing machines for removing metal with a cutting tool:		
84.45.221	Shaping machines, having a stroke not exceeding 28 inches; slotting machines, having a stroke not exceeding 8 inches	40%	27½%
84.45.229	Other	7½%	Free

The Special Advisory Authority is required to report within 30 days of the date of the reference.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 42 Leicester Square, London, W.C.2. (Tel. Whitehall 5072.)

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2318 or 2319) quoting reference No. CRE 1560/66.



Mr. E. B. Mackenzie, general manager of the New Zealand Electricity Department (right), is seen here looking at a high-pressure turbine shaft during his recent visit to C. A. Parsons & Co. Ltd., Newcastle-upon-Tyne. With him is Mr. N. Mallinson, the C. A. Parsons Ltd. export sales manager.

Mr. Mackenzie is on an eight-week visit to Britain to see power stations and installations, tour some of the country's major electricity generating and supply plant manufacturing firms and visit Scottish hydro-electric power stations.

Tariff Board inquiry

THE AUSTRALIAN Minister of Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(a) whether **gherkins,** tariff item 20.01, have been or are being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;

(b) whether, if the answer to (a) is in the affirmative, the importation of those goods is causing or is threatening injury to an Australian industry.

This matter has been reported by HM Minister (Commercial) at Canberra who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In this instance notification should be given to the Australian authorities **not later than October 7.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 1801/66.

Prohibited imports

THE BRITISH High Commission in Canberra has reported that quarantine regulations were amended by the Department of Health on July 8 to prohibit imports of cheeses made from unpasteurized milk. Prohibition applies to cheeses consigned on or after September 1, 1966.

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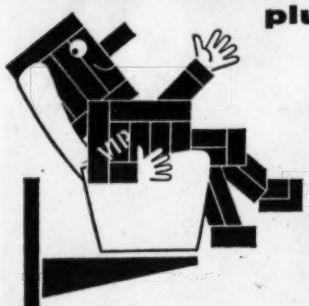

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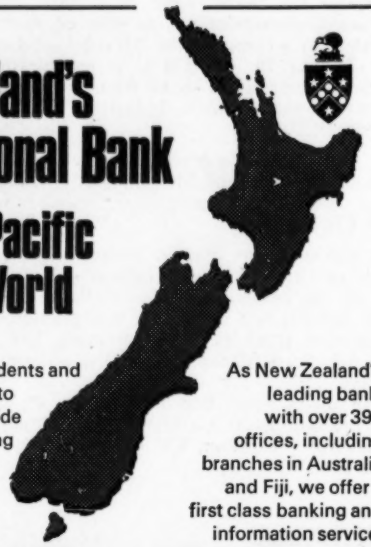

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Import licensing schedule

A SUMMARY OF the New Zealand 1966/67 Import Licensing Schedule was published in the *Board of Trade Journal* on April 1, 1966, page 762. The New Zealand Customs Department has now announced amendments to this Schedule. These amendments are available for inspection at Room E54, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468). The main changes are as follows:

(1) Item Code 58.01. Plastic moulding powders, etc. The basic allocation has been increased from 66⅔ per cent 1965/6 licences to 80 per cent 1965/6 licences.

(2) Item Cole 69.43. Knitting needles, etc. The allocation has been increased from 75 per cent 1965/6 licences (same goods) to 85 per cent 1965/6 licences (same goods).

(3) Item Code 64.04. Printing and writing paper, etc., other kinds. 'White or tinted bond and bank paper other than that determined by the Minister' has been transferred from Item Code 64.04, which has a 'D' allocation (which means that applications for licences will be considered only in the most exceptional circumstances) to Item Code 64.32, which has a basic allocation of 85 per cent 1965/6 licences (same goods), although applications for licences will in general be referred to the Department of Industries and Commerce for recommendation.

Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory, and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

General Notice No.

49 Temporary importations: International Co-operation.

77E (Re-issued February 1966) Purchase Tax – Exports.

106 Temporary Exportation of Commercial Samples.

113 Scale of charges for the special attendance of an Officer of Customs and Excise given at the request of a merchant or trader.

118 Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs Duty and/or Purchase Tax.

206 Relief from Customs Duty and Purchase Tax for goods temporarily imported for process or repair and subsequent re-exportation.

207 Reimported goods: relief from Customs Duty and Purchase Tax.

210 Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.

215 Relief from Customs Duty and Purchase Tax on importations of goods intended for export which are not otherwise eligible for relief.

299 ATA Carnets for temporarily imported goods.

427 Declaration of value on Customs export documents.

SN6 Notice to Passengers (Exchange Control and Export Licensing).

Exchange Control

Notice to Exporters.

Revised Supplementary Notice to Exporters. RHODESIA. (issued by HM Treasury – also obtainable from any bank).

Drawback

7 Drawback on mixed or blended beers when exported or deposited in bonded warehouse.

131 Sugar Act, 1956. Sugar Surcharge Repayments and Distribution Repayments in respect of British Manufactured Composite Goods.
Procedure to be followed on a change in rate of Surcharge or Distribution Payment.

171 Drawback on hydrocarbon oil used in the United Kingdom in the manufacture of goods not containing hydrocarbon oil.

172 Drawback on hydrocarbon oils.

218 Drawback on certain imported goods exported without change of state.

219 Drawback on certain exported goods manufactured from imported materials.

224 The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer as an alternative to examination on the quay.

251 Remission or repayment of the Temporary Charge on Imports.

278 Drawback on tea, sugar, invert sugar, liquid glucose, cocoa, cocoa butter, coffee and composite goods, chargeable with duty under the Import Duties Act, 1958.

291 Claims for drawback on goods exported where there has been a variation in the duty rate.

372 Authorization of signatories to drawback claims.

430 Table of Rates of Sugar Surcharge, Distribution Payments and Corresponding Repayments.

430A Supplementary Table of Rates of Sugar Surcharge Distribution Payments and Corresponding Repayments.

432 Sugar Act, 1956. Surcharge, Distribution Payments and Corresponding Repayments.

Export Rebates

435 Schedule of Rates.

436 General outline of scheme and procedure for claiming.

437 Ships and Aircraft.

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	This week
Business names registered (A)	4 Feb. 1966
Capital expenditure:	
By industry (Q)	9 Sept. 1966
Distributive and service trades (A)	31 Dec. 1965
Expected capital expenditure (3 times a year)	24 June 1966
Catering trades turnover (M)	16 Sept. 1966
Chemical industries production (6-M)	20 May 1966
Companies:	
Income and finance (Q)	5 Aug. 1966
New companies registered (M)	This week
Credit:	
Instalment credit business (M)	9 Sept. 1966
International trade credit (A)	17 June 1966
Engineering and electrical goods:	
Deliveries of certain products (Q)	1 July 1966
Production, exports and orders (M)	26 Aug. 1966
ECGD business (Q)	3 June 1966
Film industry:	
British Film Fund Agency returns (M)	2 Sept. 1966
Cinema admissions and takings (M)	9 Sept. 1966
Overseas payments and earnings (A)	31 Dec. 1965
Registrations of films (A)	28 Jan. 1966
Trends in film-going (A)	9 Sept. 1966
Food:	
Consumption levels (A)	26 Aug. 1966
Household consumption (Q)	12 Aug. 1966
Foreign trade:	
Commonwealth trade (A)	1 July 1966
Sterling area trade summary (Q)	19 Aug. 1966
Trends in exports of manufactures (A)	3 Dec. 1965
World trade and production (Q)	26 Aug. 1966
Foreign trade of the UK:	
Trade by air (6-M)	27 May 1966
Unit value and volume index nos. (M)	9 Sept. 1966
Value of overseas trade (M)	This week
Gold and convertible currency reserves (M)	9 Sept. 1966
Hairdressing trades turnover (M)	16 Sept. 1966
Hire purchase:	
Assets and liabilities of HP companies (Q)	19 Aug. 1966
Business (M)	9 Sept. 1966
Industrial building provisional figures (Q)	29 July 1966
Industrial production:	
Index nos. (M)	26 Aug. 1966
N. Ireland index (M)	This week
Insurance companies:	
Assets (A)	1 July 1966
Transactions (Q)	9 Sept. 1966
Investments and earnings overseas (A)	10 June 1966
Laundries and dry cleaners turnover (M)	16 Sept. 1966
Machine tools deliveries and orders (M)	2 Sept. 1966
Man-made fibres:	
Analysis of production (A)	8 April 1966
Analysis of production (Q)	1 July 1966
Deliveries (Q)	13 May 1966
Production (M)	2 Sept. 1966
Motor industry:	
Car and commercial vehicle production (M)	26 Aug. 1966
Motor trades turnover (M)	2 Sept. 1966
Nationalized industries overdrafts (M)	2 Sept. 1966
Partnerships registered (A)	4 Feb. 1966
Pension funds:	
Assets (A)	1 July 1966
Transactions (Q)	2 Sept. 1966
Retail prices index (M)	26 Aug. 1966
Retail trade:	
Index nos. (M)	9 Sept. 1966
N. Ireland index (M)	26 Aug 1966
Royalty transactions (A)	29 July 1966
Shipping movement at UK ports (M)	16 Sept. 1966
Stocks:	
Manufacturers' wholesalers' and distributors' (Q)	9 Sept. 1966
Retail (M)	This week
Retail and wholesale trades (A)	31 Dec. 1965
Textiles:	
Clothing and textiles orders and deliveries (M)	This week
Cotton production (M)	This week
Wholesale houses sales (M)	This week
Wool exports (Q)	26 Aug. 1966
Wool output (M)	This week
Tourism:	
International tourism (A)	16 Sept. 1966
UK tourist traffic (M)	9 Sept. 1966
Wholesale prices:	
Average prices of selected commodities (A)	25 Feb. 1966
Index nos. (M)	16 Sept. 1966

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade addresses	13 May 1966
Board of Trade regional organization	16 Sept. 1966
British and Commonwealth chambers of commerce and other British business organizations overseas	11 Mar. 1966
British commercial representatives overseas	24 June 1966
Directory of Board of Trade departments and their work	27 May 1966
ECGD local offices	4 Mar. 1966
Official Receivers' offices	5 Nov. 1965
United States consular offices in the UK	17 June 1966

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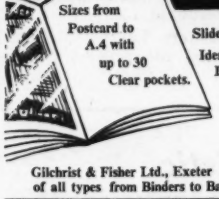

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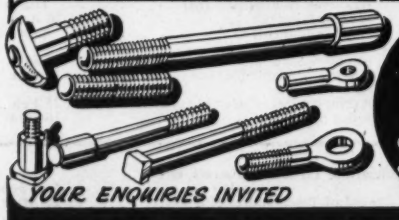

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Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

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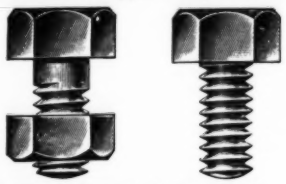

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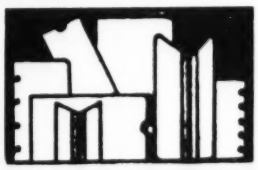

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